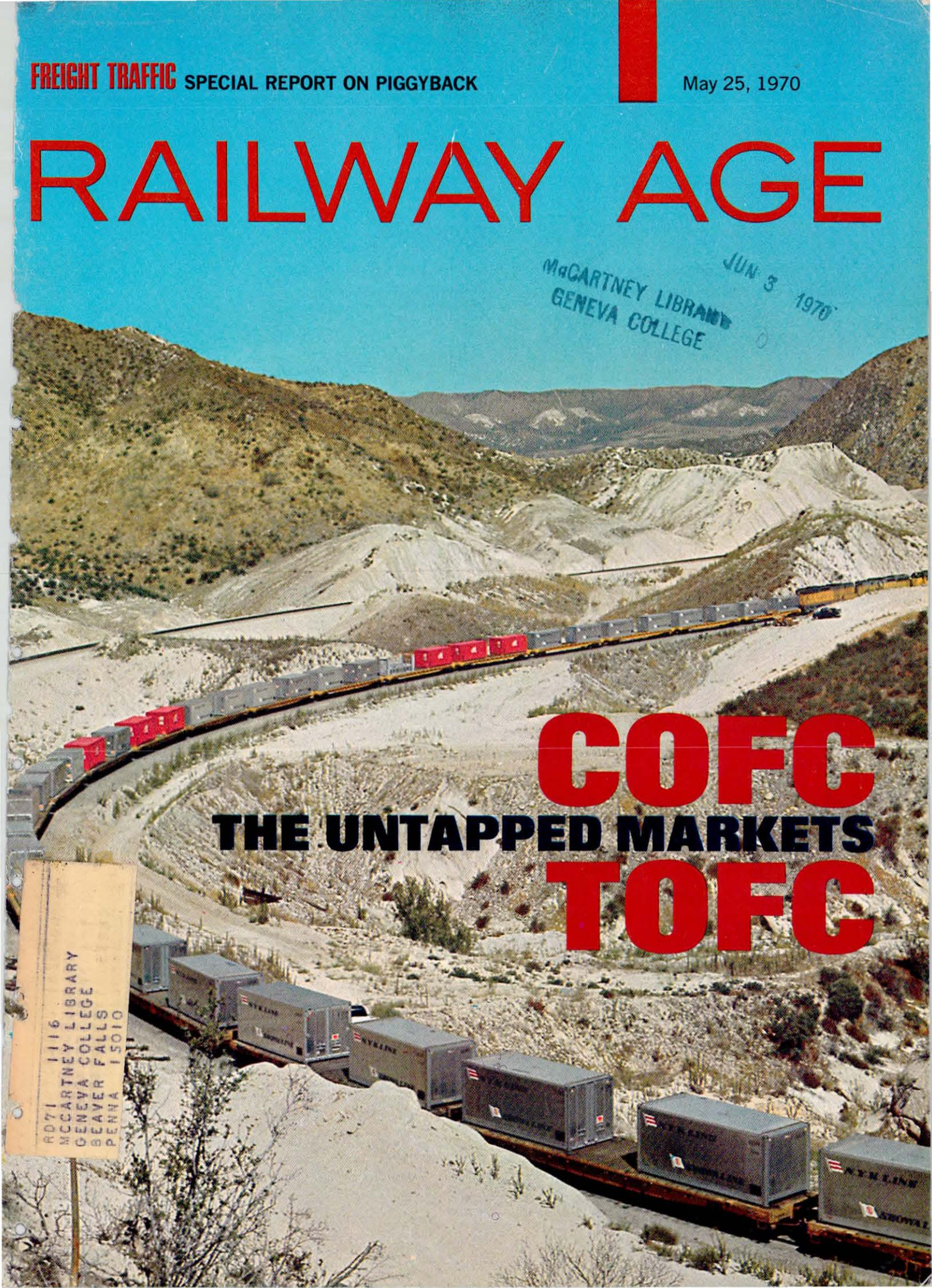
FREIGHT TRAFFIC SPECIAL REPORT ON PIGGYBACK

May 25, 1970

RAILWAY AGE

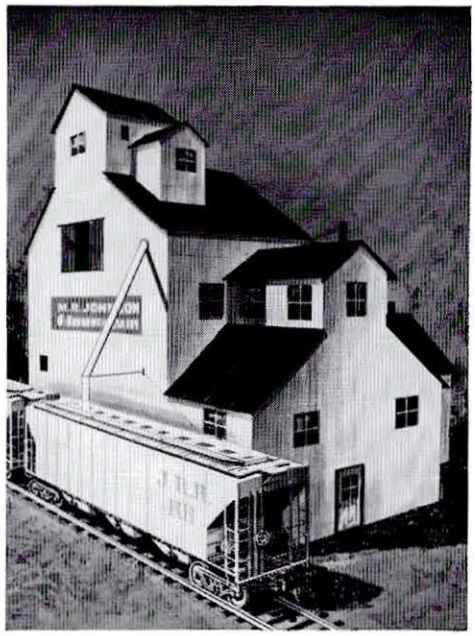
McCARTNEY LIBRARY
GENEVA COLLEGE
JUN 3 1970



COFC
THE UNTAPPED MARKETS
TOFC

RD71 116
McCARTNEY LIBRARY
GENEVA COLLEGE
BEAVER FALLS
PENNA 15010

Pittsburgh® Paints offers 3 ways to line covered hopper cars and stationary storage facilities.



If you transport or store dry foods such as flour or sugar, or chemicals like borax or lime, Pittsburgh Paints offers you a choice of three lining systems of exceptional serviceability.

The products included in these systems have been prepared in conformance with existing regulations promulgated under the Food Additives Amendment. They are, therefore, suitable for use as a liner for bulk food materials.

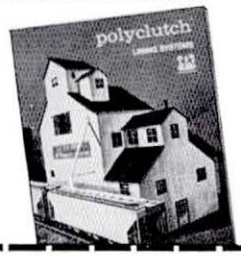
All three are non-toxic, and impart no odor or taste to commodities. They have outstanding flexibility and resistance to abrasion. They are non-porous and chemically inert; easily cleanable with steam or hot water, they provide unusual durability and economy.

The chart below shows the distinctive characteristics of all three systems. For further details, mail the coupon below.

	Original POLYCLUTCH® Liner	Double Cover POLYCLUTCH® Liner	PITHANE® Urethane System
Surfaces for which recommended:	Steel, Aluminium, Concrete	Steel, Aluminium, Concrete	Steel, Aluminium, Wood (clear only)
No. of Coats:	3	1	2
Finish:	Gloss	Low Lustre	High Gloss
Color Choice:	White, Blue	White, Blue	White, Blue, Clear, pastel colors
Application Technique:	Conventional or airless spray, hot or cold	Conventional or airless spray, hot or cold	Conventional or airless spray, hot or cold
Cleaning Method:	Clean with hot water or steam	Clean with hot water or steam	Clean with hot water or steam
A partial list of commodities protected by these systems:	Alfalfa (dehydrate) Alumina Ore Ammonium Nitrate Bauxite Bentonite Bisphenol "A" Borax Boric Acid Brewers Grits Carbon Black Cement Clays (various) Corn Cones Cottonseed Meal Diatomaceous earth Flour Gypsum Calcined Hydraulic Lime Iron ore Malt Mill Feed Milo Para Formaldehyde Powder Phosphate Rock Polyethylene Pellets Polypropylene Pellets Polystyrene Pellets Potash Rice Roofing Granules Sodium Tripoly Phosphate Soybeans Soybeans Meal Starch Sugar (cane & beet) Sulphur Tetra Sodium Pyro Phosphate Vinyl Plastic Resins		

PPG INDUSTRIES

Mail this coupon for POLYCLUTCH Brochure...



Director of Sales, National Accounts, C&R Division
PPG INDUSTRIES, INC., 1 Gateway Center, Pittsburgh, Pa. 15222

Please send me information regarding:

☐ POLYCLUTCH Lining Systems
☐ Other Railway Maintenance Finishes

Name_____

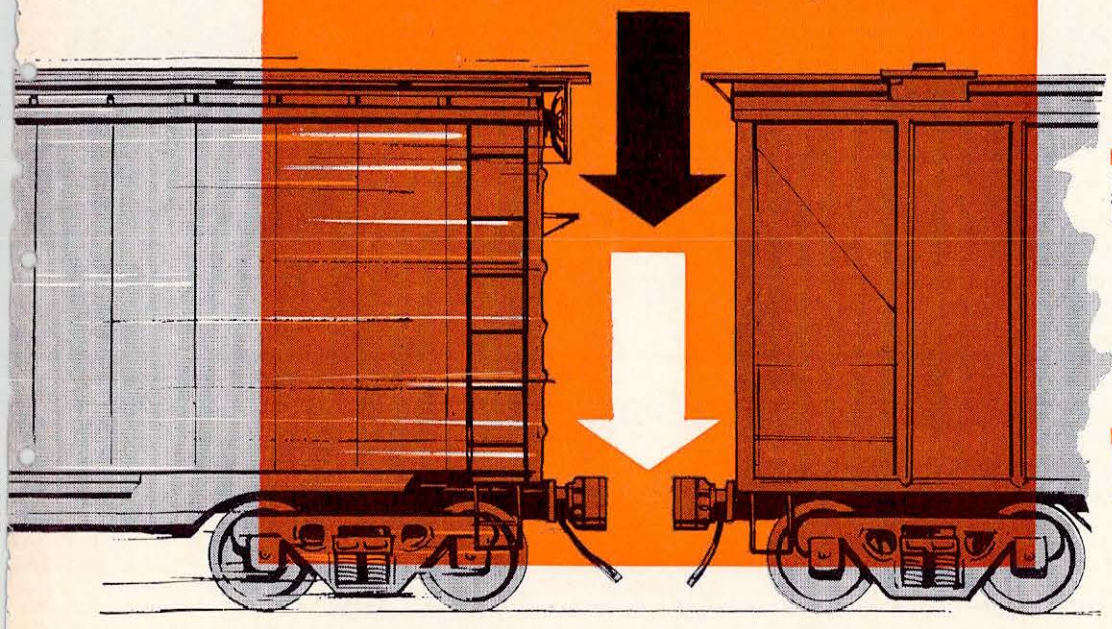
Company_____

Address_____

City_____ State_____ Zip_____

CARDWELL WESTINGHOUSE

GEARED TO MEET YOUR REQUIREMENTS



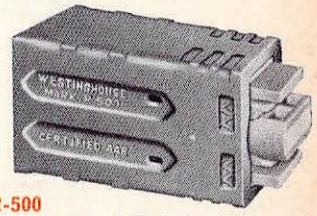
NY-11-F
Friction gear for 24⅝ inch pockets; 2¾ inches travel. A.A.R. Certificate No. 3, under A.A.R. Specification M901.

MARK 40
Friction gear for 24⅝ inch pockets; 3¼ inches travel. A.A.R. Certificate No. 35, under A.A.R. Specification M901.

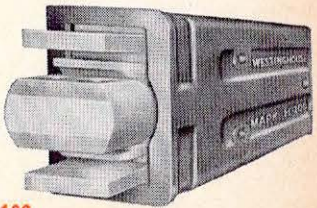
MARK 40-A
Friction gear for 24⅝ inch pockets; 3¼ inches travel. A.A.R. Certificate No. 35, under A.A.R. Specification M901.

MARK 50
Friction gear for 24⅝ inch pockets; 3¼ inches travel. A.A.R. Certificate No. 41, under A.A.R. Specification M901E.

MARK H-60
Hydraulic-Friction gear for 24⅝ inch pockets; 3¼ inches travel. A.A.R. approved for limited use.



MARK R-500
Friction-rubber gear for 24⅝ inch pockets; 3¼ inches travel. A.A.R. Certificate No. 42, under A.A.R. Specification M901E.



MARK H-100
Hydraulic-Friction gear for 36 inch pockets; 4½ inches travel. A.A.R. approved for limited use.

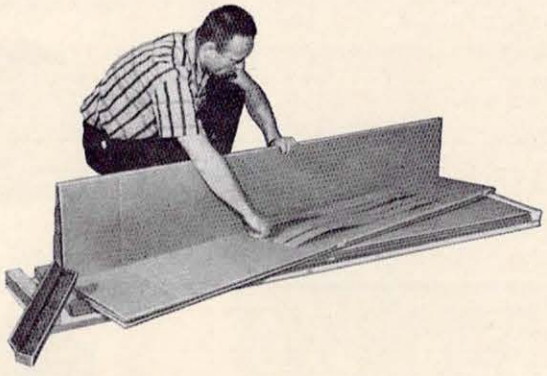
Cardwell Westinghouse, through its many engineering accomplishments, produces draft gears to meet your individual car capacity requirements—by protecting your cars from high impact damage and reducing maintenance costs with a draft gear designed for every pocket and purpose. Whichever Cardwell Westinghouse capacity gear you require, you will find the same high quality and protection. For your draft gear needs, specify Cardwell Westinghouse.

CARDWELL WESTINGHOUSE COMPANY
332 S. Michigan Ave., Chicago, Ill. 60604 • Telephone 312-427-5051
International Division Same Address
Canadian Cardwell Co. Ltd., Lachine, Quebec

RPI RAILWAY PROGRESS INSTITUTE

new IS grain door kit

SIMPLIFIES THE ENTIRE COOPERING PROCESS



1—set IS grain doors—75" x 90"*
4—1 x 6 x 8 boards
2 lbs. double-headed nails
6 pieces of paper lath
* (kit also available with 75" x 114" doors)

Now . . . everything needed to cooper one car in a convenient single package

- **Easy to Store . . . stacks readily.**
- **Easy to Inventory . . . no more stocking individual components, and winding up with an unbalanced inventory.**
- **Easy to Handle . . . eliminates costly handling of grain door supplies.**
- **Easy to Deliver.**
- **Complete kit weighs under 60 lbs.**

INTERNATIONAL-STANLEY CORPORATION
8401 WEST DODGE ROAD, OMAHA, NEBRASKA 68114
Circle 8 on coupon page 97

RAILWAY AGE

May 25, 1970 • Vol. 168, No. 11

Editorial and Executive Offices
New York, N.Y. 10007, 30 Church St.

ROBERT G. LEWIS: Publisher
LUTHER S. MILLER: Editor
FRED C. MILES: Executive Editor

Mechanical: Fred N. Houser
Car & Locomotive Cyclopedia:
Charles L. Combes
Art Director: Maurice H. Mates
Art Editor: Marvin Friedman
Editorial Assistant: June Meyer
Librarian: Edith C. Stone
Production Manager: Fred B. Hecht
Manager—Contract Department:
Constance Nicolai

Editorial and Executive Offices
Chicago, Ill. 60602, 29 E. Madison St.

C. JAMES FISHER: Vice President—Sales
GUS WELTY: Senior Editor
Mechanical: Robert D. Bartley
Engineering:
Merwin H. Dick · R. E. Dove
Signaling & Communications:
Robert W. McKnight
Editorial Assistant: Wanda Brown

Washington, D.C. 20004,
National Press Bldg.
Washington Editor: Frank Malone

Brighton, Sussex, England
8 St. George's Place
International Editor:
John Levett

GEORGE DUSENBURY: Editorial Director

Railway Age, established in 1856; is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.
Published semi-monthly by the Simmons-Boardman Publishing Corporation, 508 Birch St., Bristol, Conn. 06010.
Railroad employees' subscription rate, U.S. possessions, Canada and Mexico; $6 one year, $9 two years, all others $15 for one year, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year; in the eastern hemisphere, $15 a year. Single copies 60¢, except special issues.
Address all subscriptions, change of address and correspondence concerning them to Subscription Dept., Railway Age, P.O. Box 530, Bristol, Conn. 06010.
Change of address should reach us three weeks in advance of next issue date. Send old address with new enclosing, if possible, your address label. Post Office will not forward copies unless you provide extra postage.

Member of ABC Audited Paid Circulation · RPI Railway Progress Institute

Circulation Dept.: John Rogers Director of Circulation, 30 Church St., New York, N.Y. 10007. POSTMASTER—SEND FORM 3579 TO P.O. BOX 530, BRISTOL, CONN. 06010.
Printed at the Hughes Printing Co., 34 North Crystal St., East Stroudsburg, Pa. 18301. Second-class postage paid at Bristol, Conn., and at additional mailing offices.

Inside

LUTHER MILLER

A PROPHET GOES PFFT!

A few months back, Fleet Owner, the trucking magazine, jolted the transportation industry with an article that appeared under the ominous headline, "Piggyback goes pfft!" The burden of the piece was that piggyback had gone from blooming youth to doddering old age almost overnight. "Piggyback shows all signs of starting to fall flat on its face," reported Fleet Owner with ill-concealed satisfaction.

Followers of Fleet Owner should not really have been surprised. Eight years earlier, the same writer had intoned, "Month by month piggyback takes on more weight than a razorback hog in Arkansas."

This week, Railway Age takes its own look at piggyback (p. 34). What Senior Editor Gus Welty found—in weeks of dialogue with the men who are responsible for piggyback's future—hardly comes under the heading of "Pfft!" For TOFC growth, veteran piggyback-watcher Welty found the appropriate adjectives to be "substantial, solid, sensible." For COFC, the word may well be "spectacular."

Come to think of it, Fleet Owner may have stumbled onto a pretty good description of piggyback with "razorback." In our lexicon, a razorback is "a thin-bodied long-legged half-wild mongrel." They don't run to fat. And they're known for bringing home the bacon.

FOUR MILES AT MOOSE-PACE

RA Publisher Bob Lewis, who started out on Railway Age as a reporter, hasn't lost his touch, as his piece on the Alaska Railroad demonstrates (p. 60). Bob is also a railfan and a nature-lover—so when he boarded ARR's "AuRoRa" at Anchorage a few weeks ago, for a ride to Fairbanks, he was looking for the best of two worlds.

"Do you suppose we'll see a moose?" inquired RGL hopefully as he rode the head-end. "Haven't seen one in weeks," replied the engineer, also hopefully but with a different emphasis. Whereupon a moose promptly showed up on the tracks just ahead. "We went at moose-pace for four miles," reports Bob. "Getting a moose off the tracks without killing him can be a tricky thing. You don't want him to charge the engine. The gentlest south-end nudge is what it takes." The engineer accomplished this feat after 20 minutes. By that time, RGL had snapped a dozen or more pictures of the south-end of a moose, so he was happy. And so was the engineer. On the ARR, no moose is good moose.

REID BEDDOW COMES ABOARD

Effective June 1, Railway Age has a new Washington editor. He's Reid Beddow, a former writer for the Washington Post. He succeeds Frank Malone, who has been promoted to traffic editor at Chicago. For particulars see p. 89.

BARTLETT

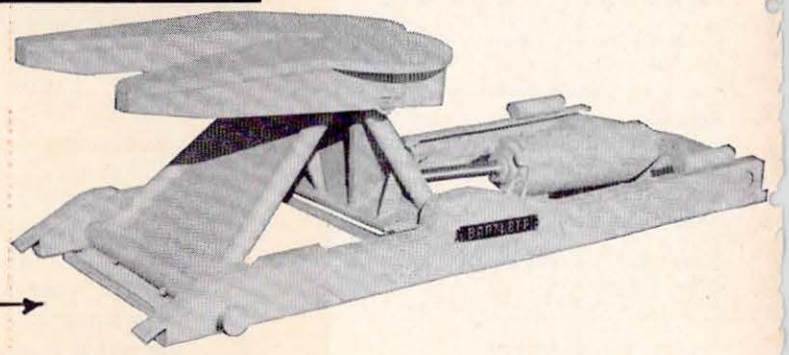
PIGGY-BACK
FISHY-BACK
HYDRAULIC LIFTING
5th WHEELS
Cuts Spotting Costs 2/3

Most Efficient and Economical Hydraulic 5th WHEELS MADE!

M60

LIFTS 50,000 LBS.
FULL 14" HIGH

- Alloy Steel Construction for Longer Life
- Kit includes Frame, 5th Wheel, Air Jaw Controls
- Simplified Mounting; all instructions furnished
- Hundreds Still in Use after 15 Years' Service



M62 TWIN

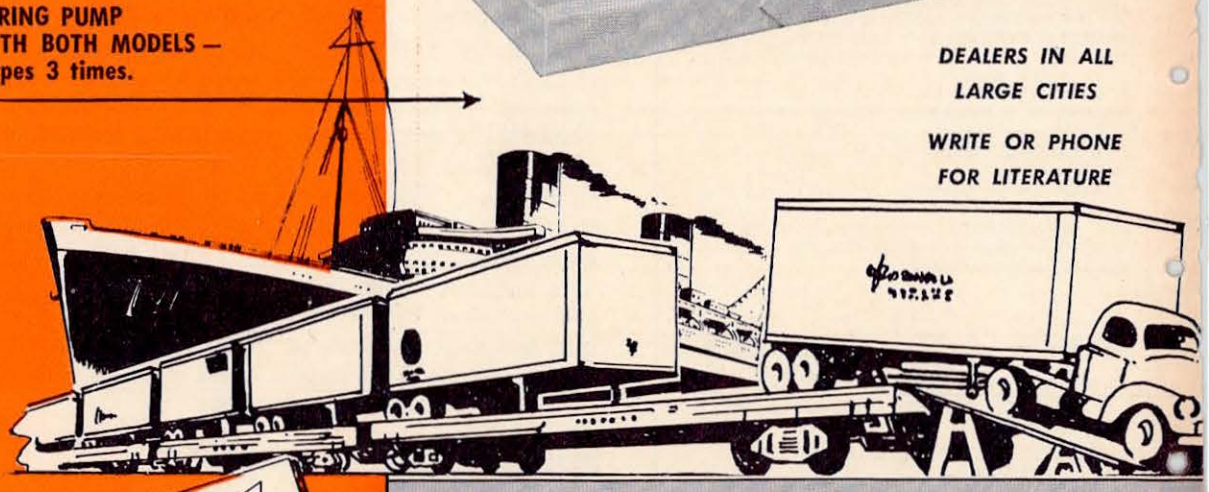
LIFTS 100,000 LBS.
14" HIGH

- Designed for Heavy Piggy-Back, Fishy-Back and Interplant Spotting
- May Be Combined with Stanchion Hook-ups
- Heaviest Wheel Made — WILL STAND PUNISHMENT
- STURDY ROLLER BEARING PUMP NOW STANDARD WITH BOTH MODELS — Will outlive other types 3 times.

DEALERS IN ALL LARGE CITIES

WRITE OR PHONE FOR LITERATURE

Used by
All Major Railroads, Shipshore Loaders, and Truckers



Ask for new, complete hydraulic manual which includes parts list and servicing instructions.

BARTLETT LIFTING DEVICES
DIVISION OF

BARTLETT TRAILER CORPORATION
6830 W. 63rd ST.... CHICAGO, ILL. 60638
AREA CODE 312: 586-8200

RAILWAY AGE

MAY 25, 1970

NEWS

FREIGHT TRAFFIC	Tropicana juices up for a big unit-train move	p. 8
	Detroit Edison unit train will have its own diesels	p. 8
PASSENGER TRAFFIC	CN's Turbos, with 85 changes, return to the rails	p. 12
TRANSIT	Seattle voters turn down $440-million bond issue	p. 13
	General Electric seeks "certain" Budd assets	p. 8
	PATH orders 46 cars from Hawker Siddeley Canada	p. 12
EQUIPMENT	BN beefs up its fleet with 3,438 new freight cars	p. 11
	Penn Central raises new-diesel orders to 252	p. 13
	North American sees easier money, "good" year ahead	p. 8
	New PPG cars put the accent on volume	p. 14
MERGERS	BN may seek "operating position" in the Katy	p. 13
EARNINGS	Rail profits sag despite record revenues	p. 8
	Why Southern likes being a railway	p. 11
GOVERNMENT	FRA studies yard consolidation in urban areas	p. 11
	House prepares for June action on tax-relief bill	p. 12
CONSTRUCTION	Track-laying begins on BN line change	p. 15
TECHNOLOGY	AAR count shows 243 computers at work on railroads	p. 14
	Talgo inventor designs a rubber-tired train	p. 14

FEATURES

SPECIAL REPORT	Tapping new markets for COFC/TOFC	p. 34
	Equipment leasing: Big business now	p. 40
	Piggyback wins a foothold in Mexico	p. 49
ALASKA	Railroad for sale? On-the-scene report by R. G. Lewis	p. 60
LOADING METHODS	Shippers see it as it ought to be	p. 50
DATA PROCESSING	Frisco puts "control" into its MICS system	p. 64

COMMENT

INSIDE	A prophet goes Pfft!	p. 5
LINES ON LABOR	Longevity and leadership	p. 15
WATCHING WASHINGTON	Stafford takes command at the ICC	p. 33
VIEWPOINT	Washington discovers the freight train	p.106

DEPARTMENTS

Bookshelf	p.104	People in the News	p. 73
Industrial Traffic	p. 71	Stock Report	p.102
Letters	p. 98	Supply Trade	p. 89
Market	p. 99	World Report	p. 59

Short and Significant

UNIT TRAINS

TROPICANA JUICES UP FOR A BIG MOVE

Early in June a mile-long unit train of white refrigerator cars is scheduled to begin moving fresh Florida citrus juices—a million gallons per trip—to the Kearny, N.J., terminal of Tropicana Products. Juices are packaged in Florida in quart and half-gallon containers for immediate distribution in metropolitan New York. Tropicana, which has acquired 150 cars, claims its unit train will be the first regularly serving the food industry. Operation will involve Seaboard Coast Line; Richmond, Fredericksburg & Potomac; and Penn Central.

UNIT TRAIN HAS ITS OWN DIESELS

Detroit Edison, serving southeastern Michigan, is acquiring four unit coal trains, complete with motive power, to serve its new 3.2 million kilowatt generating station at Monroe, Mich. Fuel will move from northern West Virginia over Penn Central, eventually at the rate of 8 million tons per year. Fruehauf Railcar Division is building 584 aluminum gondolas; the 22 3000-hp locomotives will be built by Electro-Motive and General Electric. The first train is scheduled for late this summer; the fourth will not be operational until 1972.

SUPPLIERS

NORTH AMERICAN CAR SEES "GOOD" YEAR

"I believe it will be a good year," North American Car Chairman E.C.R. Lasher told shareholders last week. One reason for his optimism: North American operated at full capacity during the first quarter, adding 407 cars to a fleet that now totals 24,882. Earnings rose 6.4% to 50 cents per common share.

GE WANTS "CERTAIN" BUDD ASSETS

Confirming earlier reports, Budd President Philip W. Scott has announced "a memorandum of understanding with General Electric Company covering the sale of certain assets of Budd's Railway Division and a short-range working relationship, under which Budd will fabricate and assemble transit and commuter cars for General Electric."

THE INDUSTRY

REVENUES UP, PROFITS DOWN

With both rates and traffic up, railroad operating revenues reached a record high of $2.8 billion in the first quarter, a 3.1% increase over the 1969 period. But expenses rose by 7.7%—so net railway operating income dropped by 57.6%, to $60 million, and there was an industry-wide deficit of $2 million in the ordinary net income column. Big trouble was in the East, where 17 roads operated in the red.

GOVERNMENT AID FOR THE CAR FLEET?

Substantial government assistance may be needed to help railroads maintain an adequate freight-car supply, N&W Vice President-Law John S. Shannon told the AAR's general claims division. He proposed two methods of aid: (1) long-term equipment loans at low interest rates; (2) "establishment of a government-purchased national freight car pool . . . made available to railroads at reduced rates reflecting the lower cost of money to the government and the exemption of such rolling stock from state taxation."

RAILS, AIRLINES SHARE TOP 10 BILLING

Fortune magazine's list of the 50 largest transportation companies (based on operating revenues) puts five railroads and five airlines in the top 10. In order: Penn Central, United Airlines, Southern Pacific, Trans World Airlines, Pan American World Airways, American Airlines, Norfolk & Western, Burlington Northern, Chesapeake & Ohio, Eastern Air Lines. Santa Fe came in No. 11.

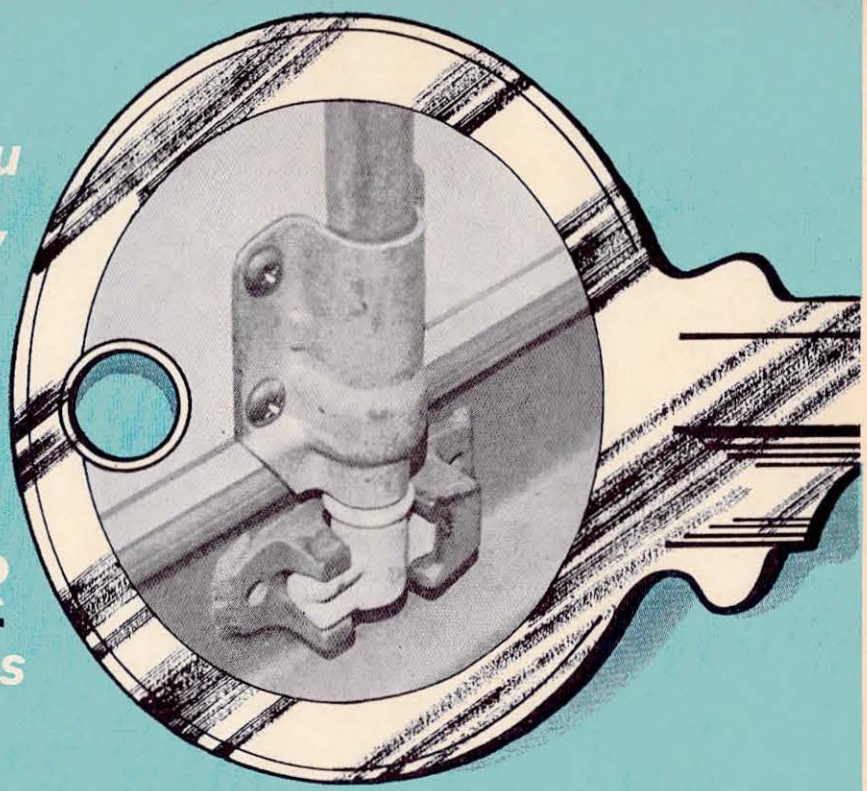
RAILS SCORE IN P. R. SWEEPSTAKES

To celebrate its 25th anniversary, the prestigious Public Relations News went back through 1,200 case histories it has published and picked the top 25 p.r. efforts of the quarter-century. Among the winners: AAR, Southern Pacific and Union Pacific, for their promotion of the Golden Spike Centennial; C&O/B&O, for outstanding stockholder relations.

you should know about the key differences in

MINER

door locks



END CRIMPING

A manufacturing feature that strengthens lock and assures longer working life.

TEMPERIZING

Heat treating of key parts provides additional toughness and added strength.

LOW PROFILE MOUNTING

Miner low profile and rugged design resists lock damage, holds more securely.

PROTECTS DOORS

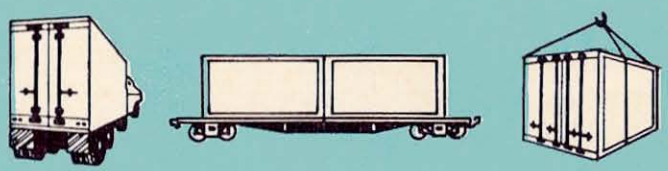
Adds strength to rear frame against racking conditions.

ANTI-RACK

Torque free cam action permits doors to remain securely closed at all times.

INTERMODALLY APPROVED

Developed to encompass all models of transportation, approved by Lloyds Register of Shipping, British Standards, and tested to I.S.O., and U.S.A.S.I.-MH-5 requirements.



AVAILABLE FROM STOCK. CALL NOW.

W. H. MINER DIVISION

Executive and Sales Offices: 209 South La Salle Street
Chicago, Illinois 60604 312/236-0110

Engineering, Manufacturing and Purchasing:
1001 East 87th Street, Chicago, Illinois 60619
312/374-7400 Telex 253724

MINER ENTERPRISES INC.

Circle 7 on coupon page 97

the dollar saver

Universal®

MODEL 1900-DJ AUTOMATIC

Slack Adjuster

The Model 1900-DJ Slack Adjuster assures proper piston travel at all times, providing many dollar savings in your labor costs.

It automatically adjusts for brake shoe wear, quickly, safely—brake shoe wear is adjusted upon the release of each brake application. The slack adjuster lengthens automatically when brake shoes are renewed—no manual adjustments are necessary.

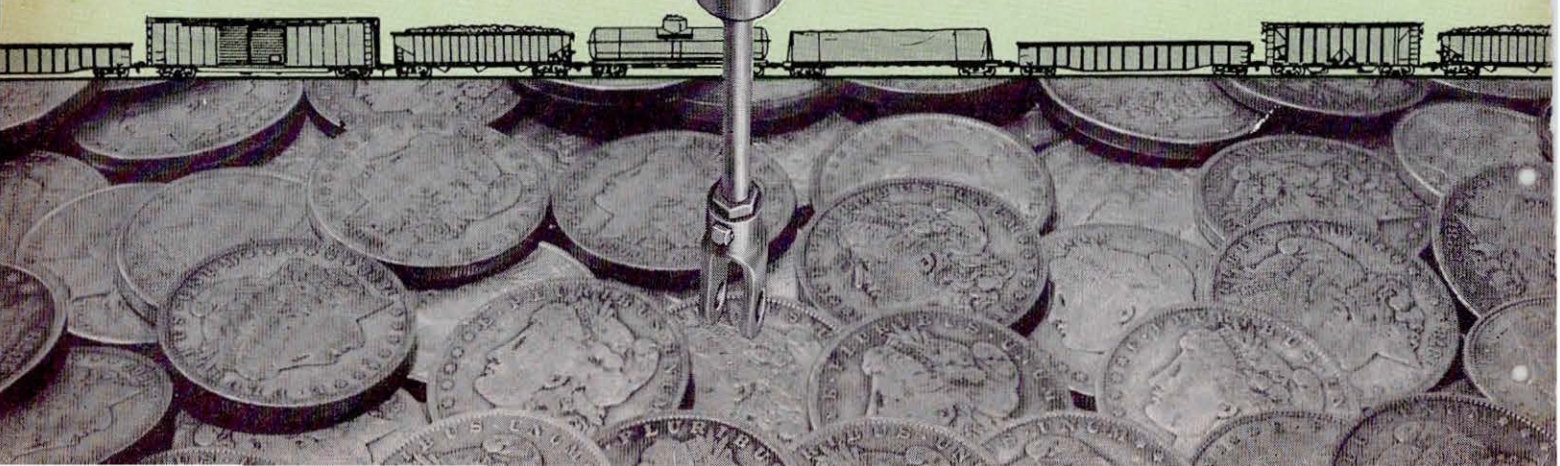
The Model 1900-DJ has been carefully researched, engineered and tested for maximum reliability. THE UNIQUE CONE CLUTCH MECHANISM HAS BEEN PROVEN THROUGH YEARS OF SERVICE. All quality parts assure strength, durability and efficient performance.

Buy the Dollar Saver—Universal 1900-DJ!

UNIVERSAL RAILWAY DEVICES COMPANY

332 SOUTH MICHIGAN AVENUE • CHICAGO, ILL 60604 • TELEPHONE: 312-427-5051

CANADIAN CARDWELL COMPANY LTD., 1875-46TH AVE., LACHINE 620, QUEBEC • TELEPHONE: 514-636-4864



RAILWAY AGE NEWS

FRA studies yard consolidation

Not "just more rhetoric," FRA Administrator Reginald N. Whitman promised his St. Louis Traffic Club audience on May 11, and he was right. Rail circles are buzzing over Whitman's speech, which contained a spectacular proposal for consolidation and relocation of urban rail facilities into centralized terminals supported by user charges and similar to municipal airports.

Urban yard consolidation "is an entirely new field of endeavor," declared Whitman. "The rail mode has never been considered in connection with transportation planning and urban development programs."

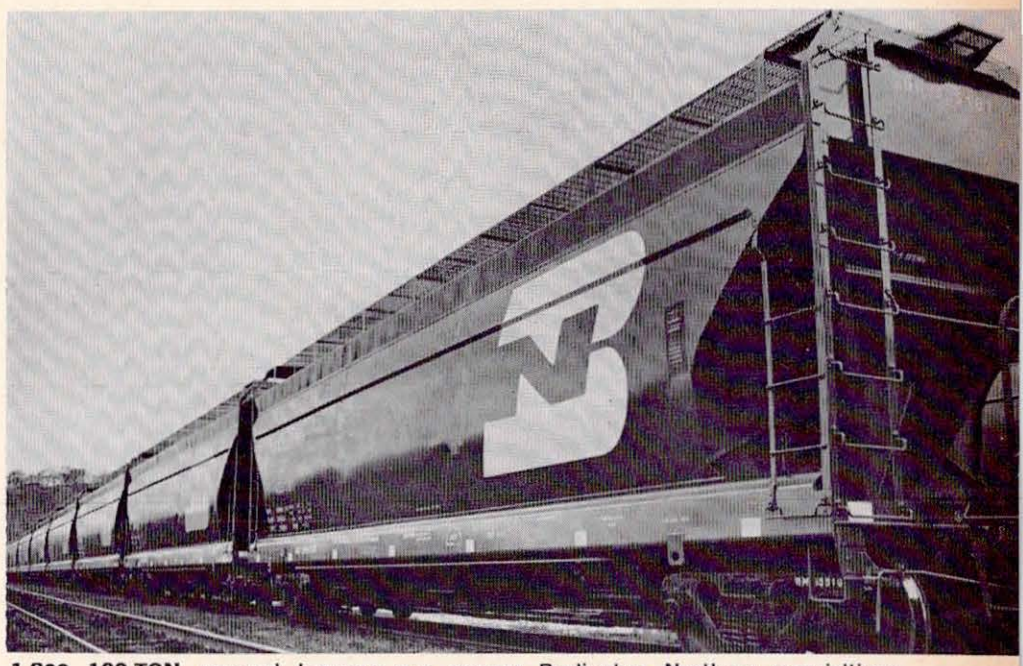
He particularly cited East St. Louis, Ill., where 36 yards now exist, tying up valuable riverfront property.

East St. Louis is not unique, added Whitman. "We have received formal requests from several other cities for assistance."

Whitman said he has requested funds in his Fiscal Year 1971 budget estimates to conduct a cost benefit study of urban yard relocation and consolidation. "If we are correct that rail relocation is an area which has great potential for improving the environment in many urban areas," he asserted, "we would then consider seeking new legislative authority for a pilot project."

His 1971 budget estimate asks for $200,000 to run the study. The estimate request reads:

"There exists a real need to evaluate the urban problem resulting from the myriad of railroad facilities . . . located in major metropolitan areas, which tend to adversely affect growth and often stymie urban planning and development. Using the municipal airport concept, in which several air carriers use and share costs of a common facility, FRA proposes to study means by which local governments may have a similar opportunity to consolidate and relocate rail facilities into centralized terminals supported by user charges. Enormous public benefits would result in congested areas by opening urban rail routes to other uses."



1,200 100-TON covered hoppers are among Burlington Northern acquisitions.

BN adding 3,438 new freight cars

Cascade Green is becoming a familiar color on Burlington Northern and elsewhere around the country, as builders continue delivery of the 3,438 new freight cars on order in 1970 programs. The BN order sheet covers 1,200 covered hopper cars, 1,312 box cars, 200 bulkhead flat cars, 400 100-ton open-top hopper cars, 200 gondolas, 51 Center-Flow Conditionaire covered hopper cars, 50 100-ton refrigerator cars, 25 Airslide covered hopper cars and 50 cabooses. BN's total equipment program adds up to $75.1 million, and includes acquisition of 63 diesel-electric locomotive units—38 3,600-hp, four 3,300-hp, six 2,000-hp and 15 1,000-hp.

In addition to the new-equipment program, BN is also under way with an intensive heavy-repair program, involving 10,699 cars. Company shops at Lincoln, Neb.; St. Cloud and Brainerd, Minn.; Laurel, Mont.; and South Tacoma, Wash., will handle the work, turning out an average of more than 30 cars a day.

Why Southern likes being a railway

Southern President W. Graham Claytor, Jr., told stockholders at Richmond, Va., that the company's policy of emphasizing quality transportation service, as opposed to diversifying into other forms of business, is bearing fruit. He pointed to a 9.2% rise in net in the first quarter and to record $46-million earnings in 1969. Last year Southern was able to carry 17.4% of total operating revenue down to net, compared with 6.7% for all Class I railroads.

To keep the trend up, Southern will spend more than $120 million in 1970 for capital improvements. The 1969 figure was $124.7 million, compared with $78.7 million in 1968. Through freight trains and a new waste-disposal operation are among the innovations Claytor sees as contributing to the success of Southern's emphasis on transportation.

NEWS

House will act in June on tax-relief bill

Relief from state taxes that discriminate against railroads may be in sight. The House is gearing up for June action on a Senate-passed bill that would block state taxing practices that rails claim have cost the industry more than $900 million in a nine-year period.

Specifically, the measure would prohibit any taxing district from assessing the transportation property of common carriers "at a value which bears a higher ratio to the true market value of such transportation property than the assessed value of all other property in the assessment jurisdiction . . . bears to the true market value of all such other property."

According to rail estimates, the measure would affect 28 states. Of the 28, 19 states show taxation of common carriers' property at least 20% higher than for other property. Idaho leads with a difference of 59.9%. Nine other states show differences of less than 20%.

The proposed law would permit a state three years for adjustment of its carrier taxation practices. After that, a railroad would have to go to court to prove that discrimination still existed.

The bill calls tax discrimination unreasonable, unjust and an undue burden on interstate commerce. The Senate passed it Jan. 30.

Although efforts against discriminatory taxes have been made in Congress since 1960, states have won delays by promising to straighten things out.

A Transportation Department statement, however, says: "It has been demonstrated in several studies and hearings on this subject that discriminatory taxation of surface carrier property is widespread, whether under color of law or not.

"While the states, often on the basis of a decision from either their own courts or the Federal courts, have made some progress in the area of discriminatory assessments, backsliding is always present unless there is a positive national policy in the picture."

PATH order goes to Hawker Siddeley

After years of trying, Hawker Siddeley Canada Ltd. has landed its first U.S. transit-car order. An $8,404,568 contract for 46 aluminum-body, steel-underframe cars was awarded to the Toronto-based carbuilder on May 18 by New York's Port Authority Trans-Hudson Corp. PATH, a subsidiary of the Port of New York Authority, operates the former Hudson & Manhattan tubes between Manhattan and New Jersey.

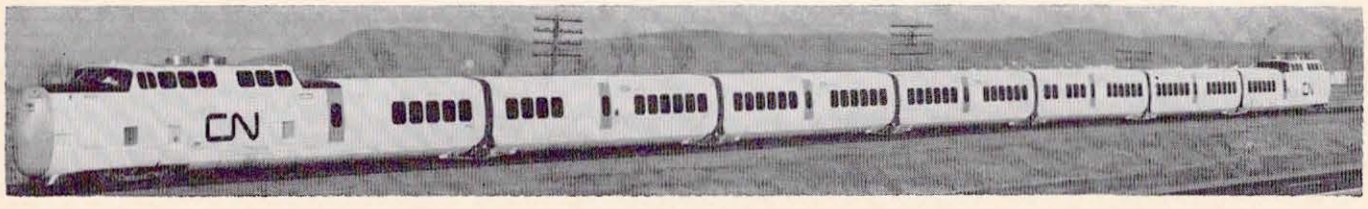
Unsuccessful bidders were Pullman-Standard, with a comparable bid of $9,004,822; St. Louis Car Division of General Steel Industries, which bid $9,840,550; and General Electric, high bidder at $11,059,550. The Budd Co., which is contemplating the sale of "certain assets" of its Railway Division to GE (see p. 8), did not enter a bid. United Aircraft, designer of the Turbotrain, expressed early interest in the PATH cars but failed to bid.

PATH said Hawker Siddeley will build the new cars at its Canadian Car Division plant in Thunder Bay, Ont. The announcement added that "as much as 85%" of the materials that will go into the new cars will come from the U.S.

The cars are scheduled for delivery between September 1971 and January 1972. When delivery is complete, PATH will have 298 cars in its all air-conditioned fleet.

Designated PA-3, the new cars will be virtually identical in exterior appearance to the existing PA-1 and PA-2 cars built by St. Louis Car and delivered in 1965 and 1967. However, the seating arrangement is being modified to provide more room, improve passenger movement and reduce bottlenecks at doors.

The new cars—plus longer platforms now being built—will make it possible to increase the length of trains and increase peak-hour capacity.



Canada's Turbos, with 85 modifications, try for a comeback

Turbotrain service, absent from Canadian National's Montreal-Toronto line since early in 1969, was scheduled to be restored May 25. One seven-car train will depart in the morning from each of the two cities, Monday through Saturday, with one outbound suburban stop. Departure time is 7:45 a.m., with an 11:50 a.m. arrival in the other city, 335 miles away.

CN reports that some 85 modifications have been made to various component parts of the train by its owner —United Aircraft Corp. Some tests were made in minus-50-degree temperatures. The road has a lease-maintenance arrangement with UA, with an option to purchase. If experience with the morning runs is favorable, a decision will be made at a later date to open afternoon Turbo service.

Burlington Northern takes a look south

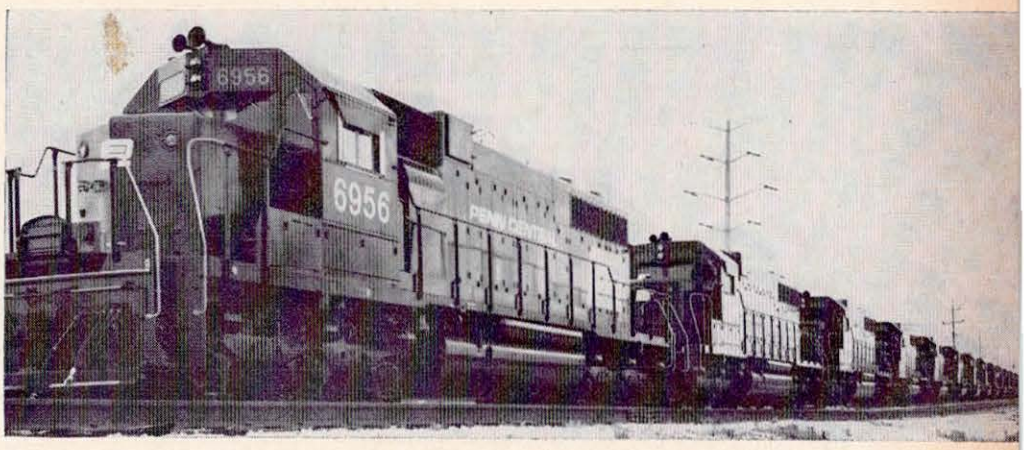
The financially troubled Katy is getting a bit of short-term help from Burlington Northern—and long-term help may follow. BN confirmed that it has been "studying the advisability of acquiring, through lease or other means, an operating position" in Katy. At the same time, BN said it was arranging a $1-million, one-year loan for Katy through a BN subsidiary. BN's current investment in Katy, also held through a subsidiary, is reported as $7.3 million, represented by subordinated income debentures and a secured note.

The Burlington Northern's interest in a Southwest line came as no shock, since (1) Chicago, Burlington & Quincy interests had held an interest in Katy securities, and (2) Katy properties would provide a link between ex-Burlington lines reaching St. Louis and Kansas City and the Fort Worth & Denver/Colorado & Southern system stretching from Wyoming/Colorado points to the Gulf.

At one point several years ago, the former Burlington had also invested in Frisco. But this investment, representing 9.3% of outstanding Frisco common stock, was later sold to Henry Crown & Co. That sale, Burlington said then, was made "because of reports that other interests might attempt to use such ownership to becloud the issues" in the BN merger case.

Seattle rejects transit bond issue

The cause of rapid transit suffered a setback last week when Seattle voters rejected a $440-million transit bond issue. With returns almost complete, the vote was 84,000 for, 97,000 against. A 60% favorable vote was required for approval. This was the second time around. Two years ago voters turned down a similar proposal, though by a narrower margin. The depressed state of the Seattle-area economy was held at least partially responsible for the May 19 defeat.



Power for Penn Central—66,000 hp of it

When EMD makes a delivery, it's quite a delivery. This one totaled 66,000 hp, in a string of 33 2,000-hp road-switchers for Penn Central. These units will go into heavy yard switching service. Thus far in 1970, PC has reported orders for 252 new diesel-electric units from EMD and GE. Added to this total are 60 locomotives which PC will rebuild at Altoona, Pa., bringing the total investment in motive power so far this year to $60 million.

"When all deliveries are completed in December, we will have added 692 diesels to our motive power fleet since merger on Feb. 1, 1968. They represent an investment of approximately $146 million," reports Robert G. Flannery, vice president.

Public/private partnership for transportation?

They call it "Transcorp"—a public/private corporate approach to providing balanced transportation to meet tomorrow's needs. This is a proposal out of WABCO, defined by Keith D. Bunnel, vice president and group executive. Bunnel's point is that "neither the government nor industry, separately or in concert, is presently structured to bring about what the country needs very badly—a balanced transportation system." Transcorp would be patterned, to a certain extent, after Comsat. Instead of giving government absolute power or giving free-market forces absolute power, Bunnel says, "we might concentrate the responsibilities for total planning, subsidization and regulation into a single entity which would have participative management and ownership. . . . The industry in general, and the individual businesses that comprise it, could be expected to be highly responsive to the opportunity to participate with the government in an organization chartered to solve the complex problems of total transportation, implement a viable system and simultaneously serve the social needs of Americans. The concept of a Transcorp extends a real possibility of becoming the mechanism through which we could bring all forces of government and industry to bear in achieving total transportation goals, using intermodal planning to reap the benefits of the best each system has to offer." Transcorp's charter, Bunnel adds, should point toward establishment of profit-making transportation systems.

NEWS

Total transport: Concept—and goal

Railroads will be aiming at development of a total transportation concept during the 1970s—but changes in public attitudes toward the industry will be needed if the total-transport goal is to be reached. James M. Souby, Jr., president of the Western Railroad Association, put the message in strong terms recently at a meeting of Dallas transportation organizations—pointing out that (1) it would be less expensive to the economy to allow railroads sufficient revenues to modify and modernize available plant, and (2) railroads also need authority to diversify "to afford rail shippers effective and efficient methods of transportation service."

For railroads to hold their own as a profitable industry in the '70s, he said, plant-improvement expenditures of $2 billion to $3 billion per year may be necessary. But, "inflation has been siphoning off funds from earnings and depreciation reserves faster than we can generate them. Certainly at present levels of our pricing structure, we cannot expect to find our capital requirements. We face extremely high cost of borrowed funds, a cost which railroads cannot withstand at present freight-rate levels."

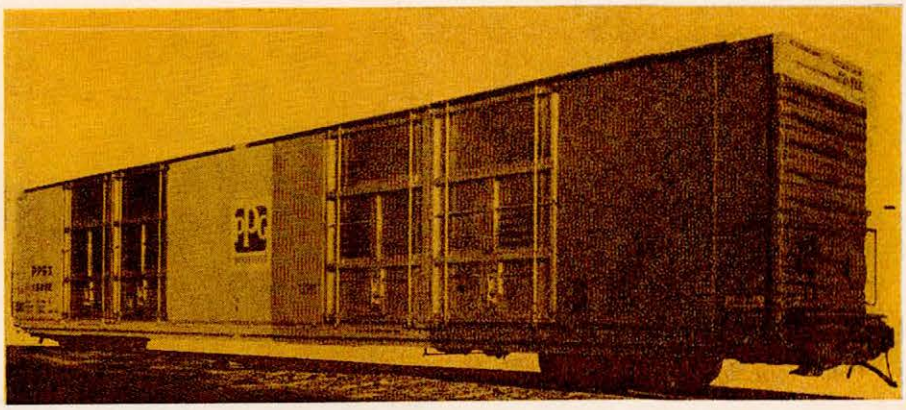
243 computers at work on railroads

How far has computerization progressed on U.S. and Canadian railways? This is the statistical picture, according to a summary compiled by the AAR's Data Systems Division:

As of Jan. 31, 64 railroads were using 243 computers at 115 locations. They were paying monthly rentals totaling $3,755,300.

Major users: Penn Central, with 33; Southern Pacific and Burlington Northern, 18 each; Canadian National, 17; C&O/B&O, 11; Union Pacific and Santa Fe, 10 each.

IBM supplied 190 of the computers curently in use, followed by Univac, 25; General Electric/Collins, 14; RCA, 8; Honeywell, 4; other, 2.



New PPG car puts the accent on volume

The old riddle about whether a pound of lead outweighs a pound of feathers has its counterpart when it comes to handling fiberglass. It is actually not a question of weight, but of volume. So PPG Industries went all out for volume when it acquired three high-cube 89-ft box cars from Greenville Steel Car for moving "Superfine" fiberglass insulation and associated lightweight products. The $31,000 cars are moving between PPG's Shelbyville, Ind., plant and distribution centers. Explains M. J. Newbourne, PPG's manager of traffic and transportation planning: "With the new high-volume cars, we can load about twice the weight of fiberglass insulation, making it more economical to ship from a central plant to a network of distribution facilities, even though railroads do not pay to use the cars."

Talgo inventor has a new answer

Radically new design concepts are incorporated in a four-car electric trainset now being tested on a 260-mile track in northern Spain. The new train—similar in some respects to Westinghouse Electric Skybus—was designed by Alejandro Goicoechea, who won fame as the inventor of the Talgo. Its principal feature is rubber traction wheels which run along parallel concrete beams.

The test train is fitted with four vertical and two horizontal wheels on each center car and four vertical and four horizontal wheels on each end car. The vertical wheels support the train weight and provide the main traction power. The horizontal wheels, which operate along the inside face of the concrete beam, assist the train around sharp gradients.

The train is specifically designed for operation in mountainous territory. Power comes from an electrical cable which on the test track has been laid at ground level but will in future be enclosed in the concrete rails.

While the train is designed for speeds up to 125 mph, tests are presently restricted to 40 mph due to the unavailability of tires that meet the inventor's high standards—a problem which he is confident will be resolved.

The test train was built in Paris by Brissonneau and Lotz. Both France and Spain are studying the system. Directors of the new Paris-Roissy airport are considering it as a link with downtown Paris.

One annual meeting that won't be held

Scratch one meeting from the 1970 railroad calendar. The General Committee of the AAR Purchases and Materials Management Division has voted to cancel this year's sessions. Division committees will continue with their assignments, however, and it's expected that reports will be distributed in late September or early October.

Track-laying begins on BN line change

By Nov. 1, Burlington Northern will be operating over a new piece of railroad in northwestern Montana—the $110-million, 59.35-mile line change made necessary by construction of Libby Dam by the Corps of Engineers. Track-laying was to begin last week, with the builders shooting for completion of a mile to a mile-and-a-half of track per day. Beginning in July, the new line will be ballasted and dressed. And then it will get a thorough test and check-out before revenue-service operations begin in November. The new route will be about 14.5 miles shorter than the existing line (of the former Great Northern). The number of curves will be cut from 108 down to 37; maximum curvature will be reduced from 4 degrees, 24 minutes, down to 2 degrees, 24 minutes. There will be an increase in ruling grade, however, to 1% in each direction. And on the route will be the second-longest railroad tunnel in the western hemisphere—seven-mile Libby Tunnel, topped only by 7.79-mile Cascade Tunnel in Washington, also on BN (RA, May 13, 1968, p. 40).

Hospitality, Southern style

In an effort to "increase the enjoyment and appeal of travel by train," Southern this month introduced a new passenger-promotion program. "Operation Southern Hospitality" applies to the "Southern Crescent," the "Piedmont," and the "Birmingham Special." It includes: (1) Awards to employees for exceptional performance; (2) distribution to passengers of a postage-paid form for offering criticisms; (3) distribution of an eight-page illustrated passenger brochure along with a condensed timetable and reproductions of Southern's 1969-70 passenger-service advertisements; (4) gifts of "Junior Railroader" badges and "Junior Travel" bags to young travelers.

MORE NEWS ON PAGE 94

Lines on Labor

GUS WELTY

LEADERSHIP & LONGEVITY

There's been a lot said and written about Walter Reuther, these past few weeks—in richly deserved tribute to the dynamic leader of the United Auto Workers. In all the eulogizing, however, one key fact about Walter Reuther and the UAW has been commented upon less than it deserved to be. It's a fact with implications for all of labor including the rail brotherhoods. It's the fact that Walter Reuther was the chief for 24 years.

HOW LONG (CAN, SHOULD) A LEADER BE A LEADER?

Several things can happen, when the top man has FDR-type tenure in a political organization like a labor union. There can be a blessing in the continuity of program and purpose which a multiple-term leader can develop. But there can also be a curse in what happens at levels just below the top: Does a power struggle develop, with ambitious younger officers eager to kick the old man out? Or, does second- and third-level leadership lose its drive and ambition because of the very fact of the chief's longevity in office? Will the union be ready if the chief is suddenly gone?

RAIL UNIONS FACE SEVERAL LEADERSHIP PROBLEMS

The brotherhoods give an impression of stability in leadership, and the impression is somewhat accurate if you consider the tenure enjoyed by such men as George Harrison, Harold Crotty or George Leighty. But then you look again, this time at the operating crafts. You recall that the work-rules controversy began a bit more than a decade ago—and you find that only Ed Gilbert is still around, of the men who headed the five ops in 1959. Two unions had one leadership change; the other two had multiple changes. Among the ops, at least, death, retirement and resignation have taken a toll. And one interpretation might be that the chiefs are simply too old by the time they get to the top—too old to have time left for more than a term or two. Union merger focuses attention on another aspect of the problem—because, beneficial as merger may be in the over-all, it remains to be seen what it will mean to leadership development: For instance, will the bright young man from a small union have any chance of rising to the top of a huge merged union? Will a jam-up of leaders near the top aggravate the age problem? Or will talent be recognized no matter what its source—and recognized in time to make a maximum use of it? If you accept the fact that nothing will be more vital to the industry's future than its labor/employee relations, you have to hope that all available wisdom will be poured into the leader-selection process.

Bedding down for a beating

Dorsey's capability in the field of building trailers for rigorous piggyback duty is based on experience dating back before TOFC service was dreamed of.

Early Dorsey models earned the reputation of being the toughest trailers on the road. At the same time, since payload capacity was as important then as now, every possible pound of weight was engineered out of them.

Remember back in the 1950's when lightness was the theme of nearly every trailer advertisement you read? Virtually all manufacturers claimed their trailers weighed less than the rest!

Then Dorsey went them one better by providing proof instead of promises: with introduction of our Champion model in 1954, we started rolling every trailer from the assembly line to the scales and stamping its actual weight on a metal tag riveted to the frame.

Today's Dorsey Golden Series Trailers are bigger and tougher than the Dorsey Champions of yesterday. And, due to engineering advancements, they're proportionately lighter.

The scales prove it.

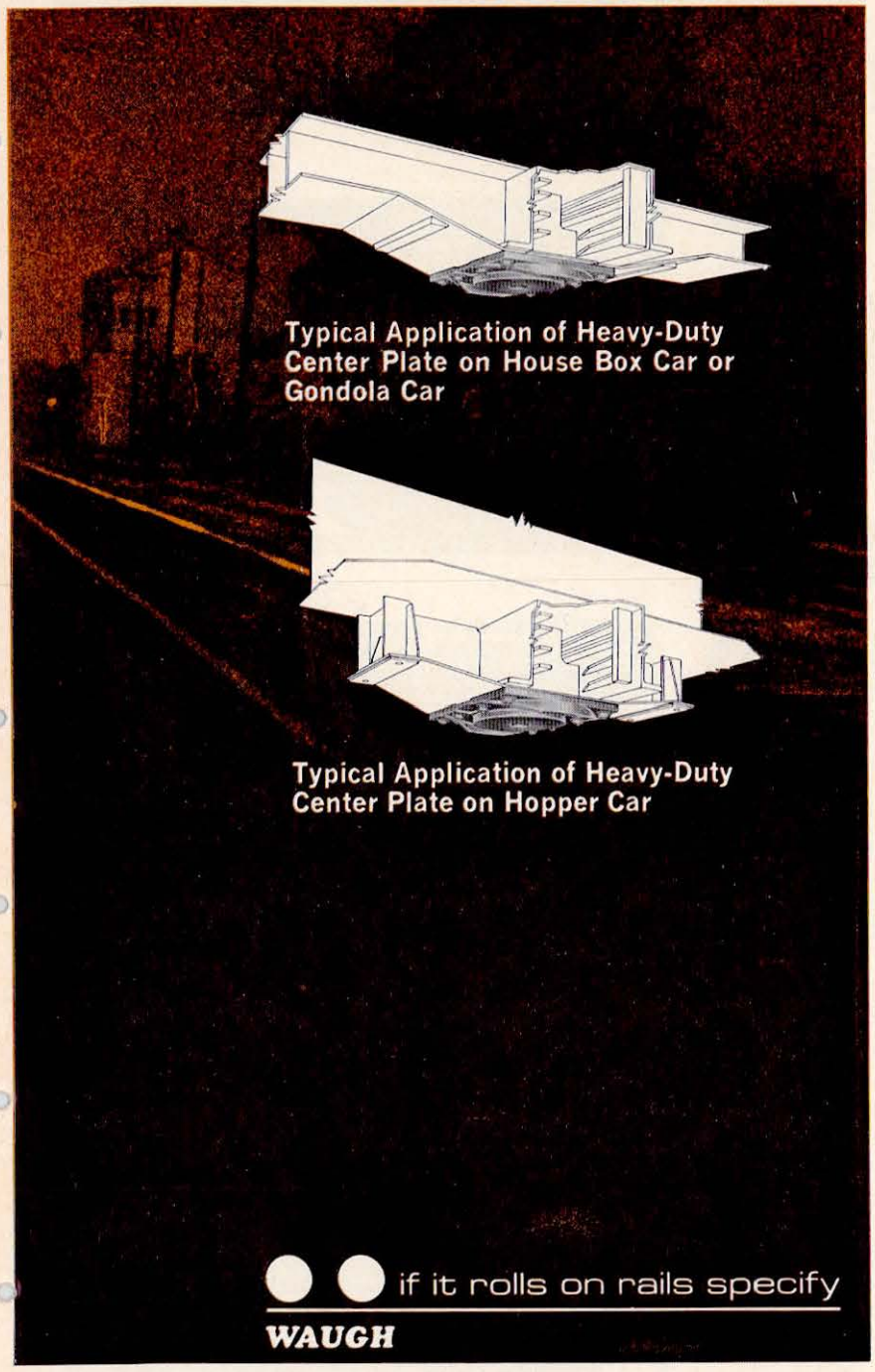
DORSEY TRAILERS®

DORSEY TRAILERS/ELBA, ALABAMA

A Subsidiary of The Dorsey Corporation

Circle 9 on coupon page 97

HEAVY-DUTY CENTER PLATE


Typical Application of Heavy-Duty Center Plate on House Box Car or Gondola Car
Typical Application of Heavy-Duty Center Plate on Hopper Car
if it rolls on rails specify
WAUGH

For Replacement of Conventional Types

Waugh's many years of innovative engineering has resulted in the development of a new Heavy-Duty, Extra-Strength Center Plate design. It is specifically designed as a replacement on conventional cars.

No matter what your needs, we can expertly meet exacting requirements—enabling you to more profitably meet today's increased service demands.

For complete technical information on the new Waugh Heavy-Duty Center Plate, contact:

MEMBER RPI RAILWAY PROGRESS INSTITUTE

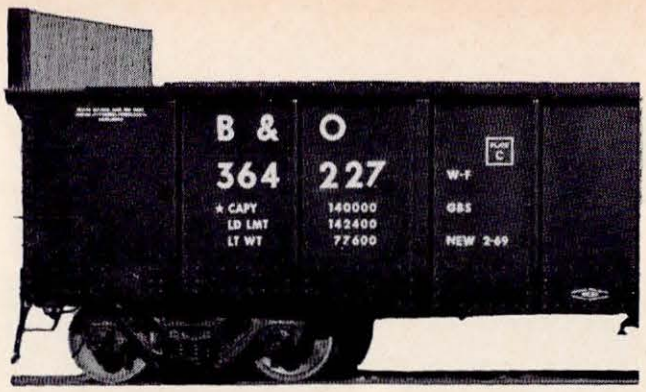
DRESSER TRANSPORTATION EQUIPMENT DIVISION

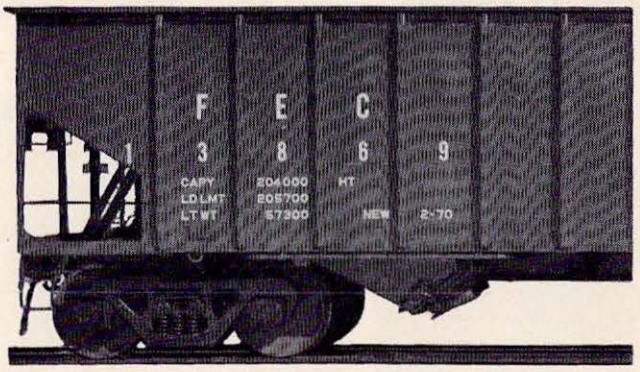
Dresser Industries, Inc., 332 S. Michigan Ave., Chicago, Ill. 60604 • (312) 939-1280

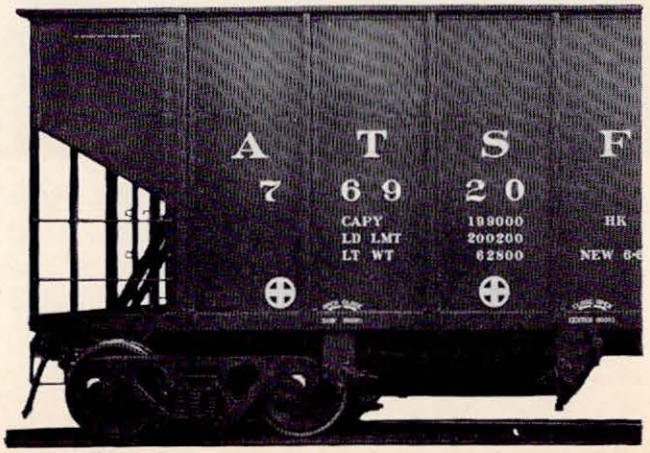
Sales Offices: Atlanta • Baltimore • Philadelphia • Roanoke • St. Louis • San Francisco
In Canada: Davanac Industries, Ltd., Sales Agency, Montreal

Circle 10 on coupon page 97

Right now you have half the freight cars you will need in the future







In the next generation we will be faced with doubling every facility in America to make room for a population that will be twice as big as the one we have now.

This means new ways must be found to move high-volume cargo rapidly, safely and economically within our cities and from one city to another. Solutions to these problems can come only from experienced freight car builders who have the knowledge, capabilities and advanced ideas to produce shipper-tailored freight cars.

All of these factors are at work today at Greenville as we work with you to increase traffic by replacing, updating and modifying your existing fleet of cars.

Greenville sees our country's freight transportation problems as a major challenge — and as an opportunity to utilize the company's unique capabilities to become a major part of a new high-growth industry. Call us; you'll see.

GREENVILLE
STEEL CAR COMPANY
Subsidiary of Pittsburgh Forgings Company
GREENVILLE, PENNSYLVANIA

Circle 11 on coupon page 97

We're going to greater lengths than ever to help you ship farther on the Fast Track

Its the same 10,500 miles of track we had last year, but we now go a lot farther over this track to deliver or receive freight cars than we ever could before. Eleven new gateways are now open for us to interchange traffic with the Burlington Northern Inc., which was formerly restricted to St. Paul-Minneapolis.

More Advantages for Shippers

These new gateways mean broader transit, reconsignment and diversion privileges for our shippers. More markets. More sources of supply. More stop-off points.

Still to Come

Shippers will get benefits on the Fast Track: a direct line between Chicago and Portland, Oregon, a new north-south route between Portland and Canada and access direct to Billings, Montana.

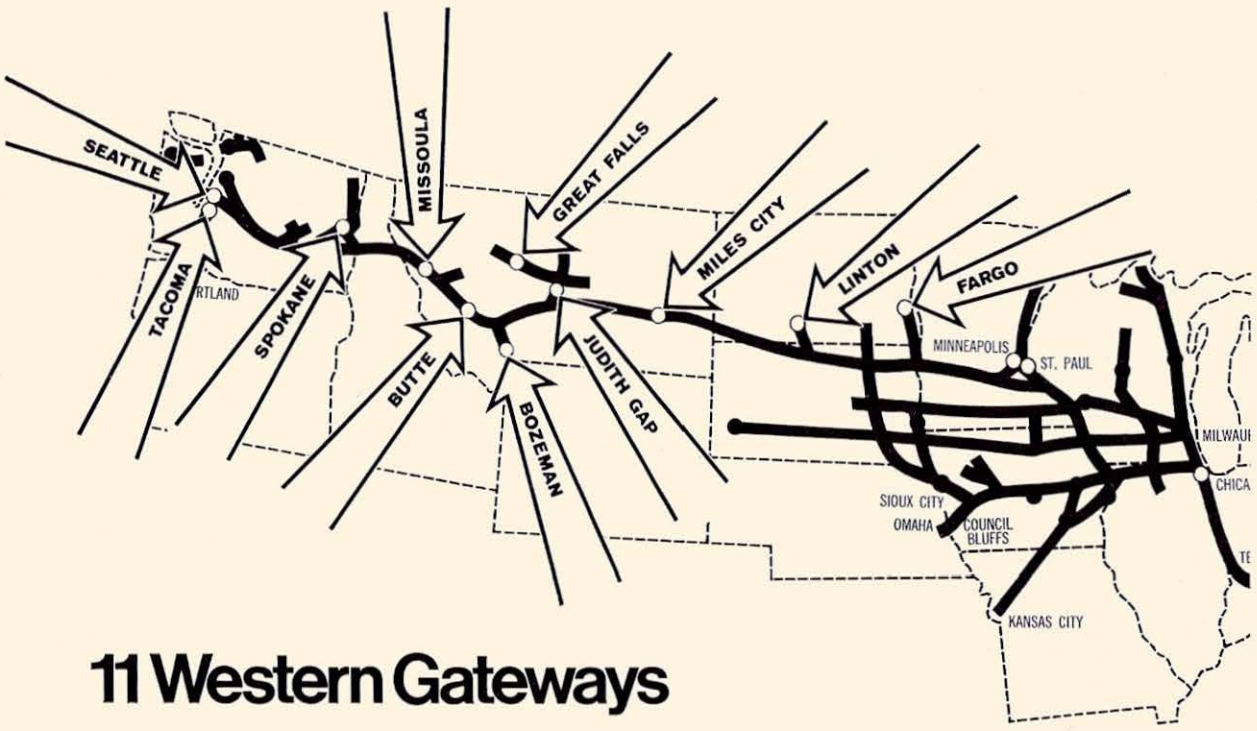
Get On The Fast Track

The Milwaukee Road is delighted to offer these new services to its shippers. We invite you to "talk them over" with our Sales Representatives—and to ship farther with us than ever before possible.

The Milwaukee Road,
Union Station
Building, Chicago,
Illinois 60606.

THE MILWAUKEE ROAD

Now you can ship farther on The Fast Track



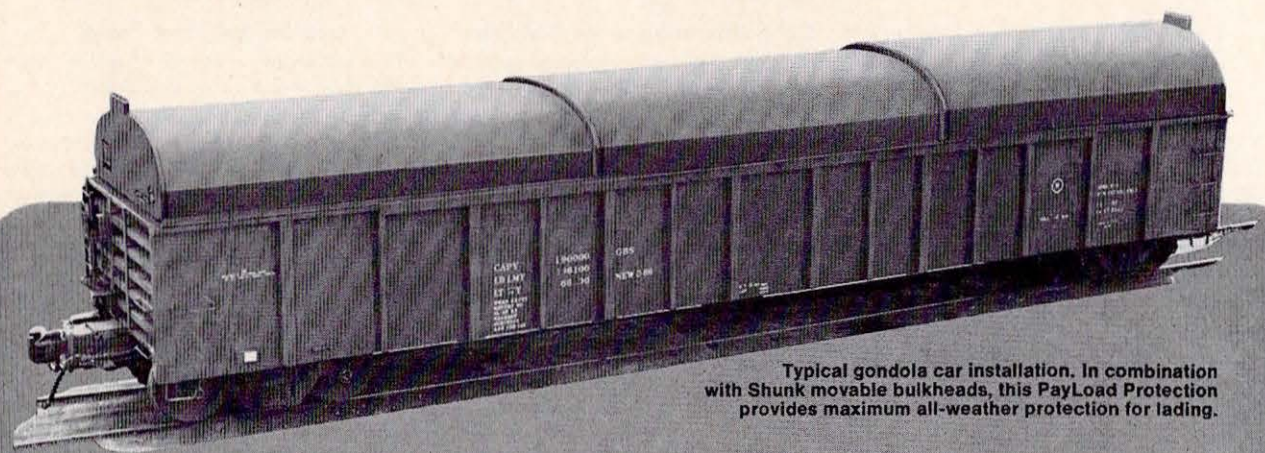
11 Western Gateways

NEW DESIGN from SHUNK!

TELESCOPING

Three-Section

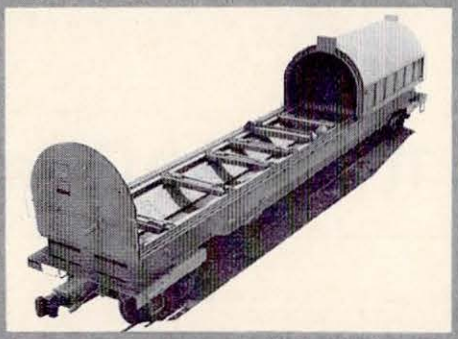
CAR COVERS



Typical gondola car installation. In combination with Shunk movable bulkheads, this PayLoad Protection provides maximum all-weather protection for lading.

Greater, Easier-to-Use PayLoad Protection from SHUNK

- Cover never removed from car
- Uncover two-thirds of car for easy loading, unloading
- Cover sections nest inside each other
- Easy manual operation with vibration dampened bearings
- Weathertight cover over entire car
- Locking devices secure sections in closed position
- Convenient inspection doors
- Models available for flat cars and coil cars



Steel coil car with Shunk telescopic cover; also available for flat cars.

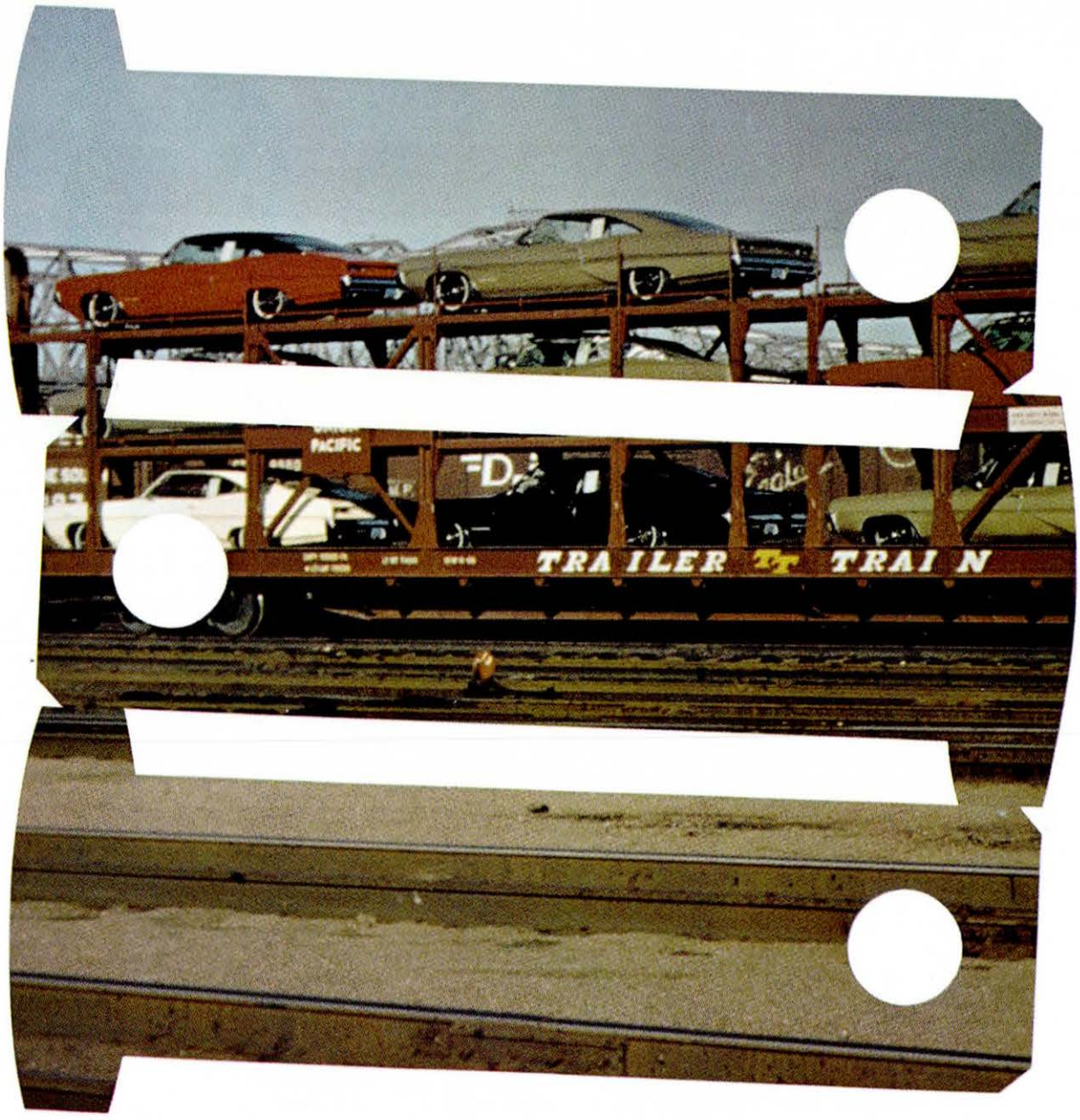
Shunk/Chromalloy

SHUNK MANUFACTURING COMPANY, INC.

Bucyrus, Ohio · 44820 ■ Phone (419) 562-1252

SUBSIDIARY OF CHROMALLOY AMERICAN CORPORATION

Circle 12 on coupon page 97



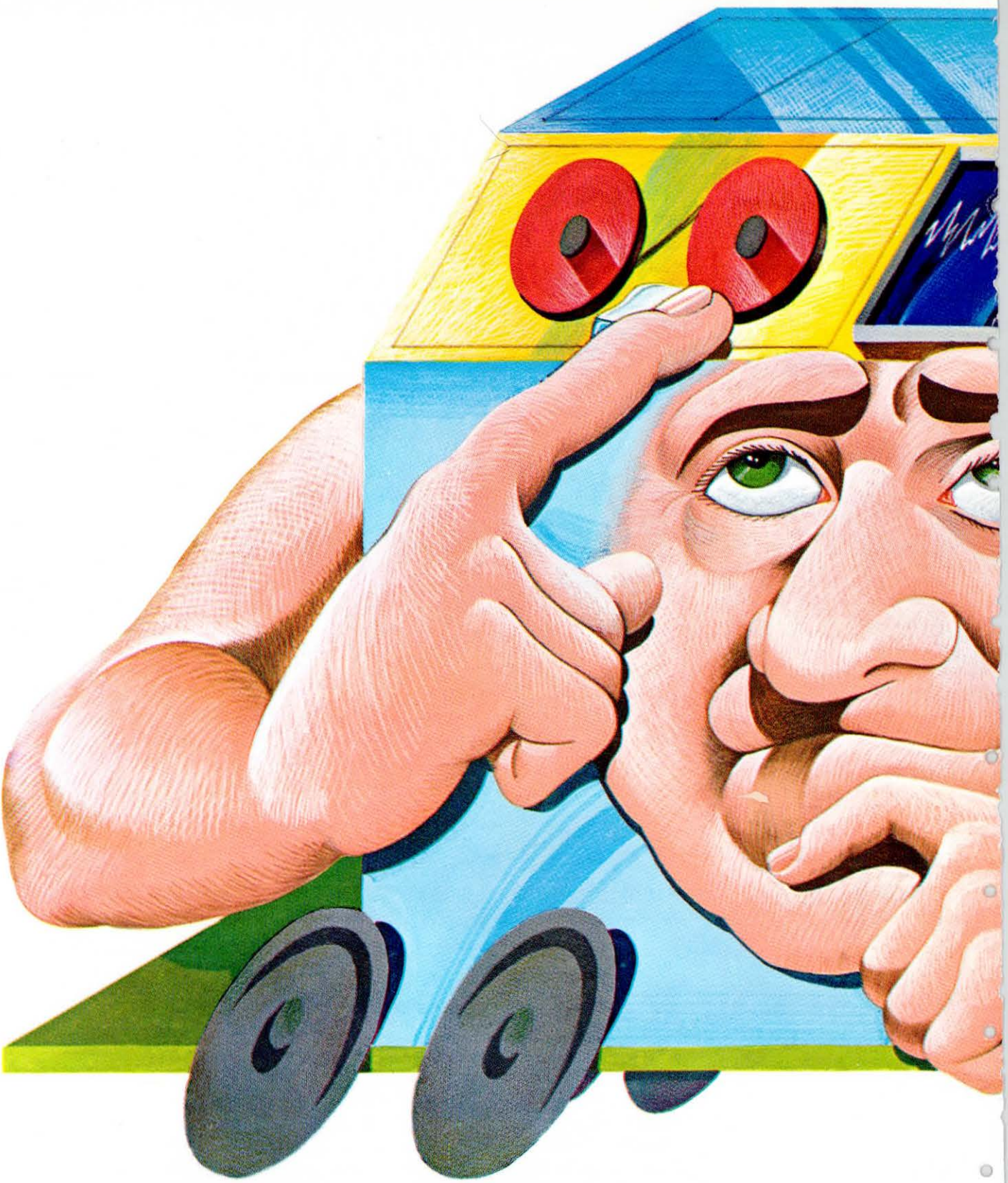
Trailer Train takes us for granted.

That's the way our pins are made. To roll hundreds of thousands of miles without the hint of a breakdown. You can put them in your high-mileage cars and forget them. Like Trailer Train has been doing since their first piggyback hit the rails in 1955.

So far, TTX has used F pins exclusively in *every* car they've built—some 2½ million pins in over 50,000 flatcars. We've earned the right to be taken for granted. The hard way. Railway Products, Ex-Cell-O Corporation, Box 386, Detroit, Michigan 48232.

XLO®

EX-CELL-O CORPORATION



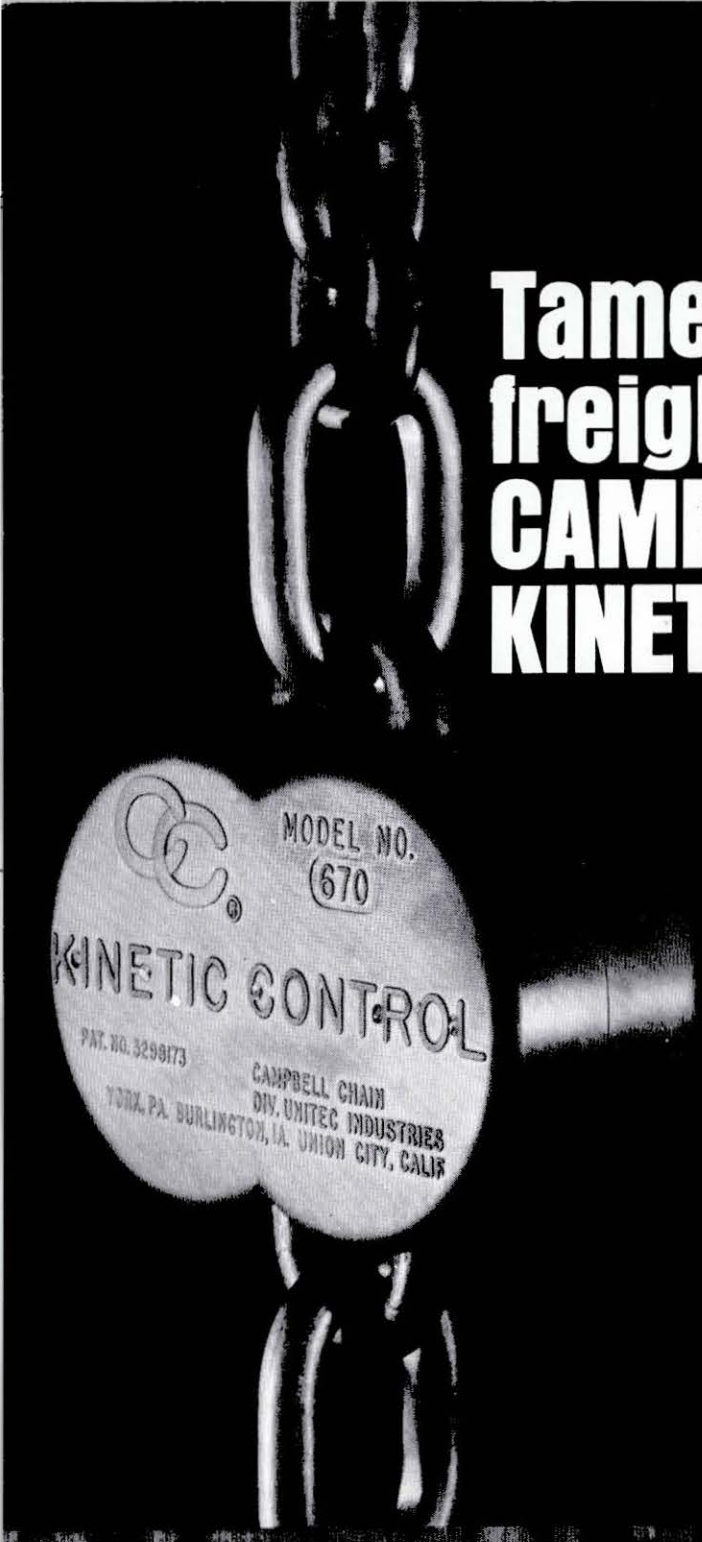
It took over a hundred years to learn all we know about carbuilding. It now takes only a couple of minutes to remember it.

In a hundred years we've built over a million railroad cars. And we had to develop thousands of designs to do it. Of course, no one person could remember a thousand designs. Nor could a thousand persons remember every one. Until now. Now those problems, solutions, questions and answers are recorded on

one of the world's most advanced computers. That means those answers are available in minutes. And it puts us years ahead in engineering new designs and concepts. Yet computer technology is just one part of Pullman-Standard's vast research and development operation serving the transportation industry. If you need a new freight car for today—or a whole new idea for tomorrow—call us.

Pullman-Standard
WORLD'S LARGEST RAIL CAR MAKER
200 South Michigan Avenue, Chicago, Illinois 60604
A Division of Pullman Incorporated

Tame unstable freight loads with CAMPBELL KINETIC CONTROL units



Use a Kinetic Control unit as the snubber or shock absorber in a tie-down or binding chain assembly to keep it constantly taut. Under shock, impact or severe strain a Kinetic Control unit will stretch and contract. Thus steady tension is maintained to tame a clumsy or unstable load and provide a greater margin of safety. The unit is a circle of ⅜" Cam-Alloy steel chain imbedded in a block of solid rubber. Under load it stretches outside while compressing inside. When strain lets up it returns instantly to its normal O load shape. And it doesn't fatigue—a Kinetic Control exclusive. Work load limit, 9,000 pounds, with 18,000 pounds proof test.

For more information on the Kinetic Control unit, or any chain application, contact us at Box 1667, York, Pa. 17405.

CAMPBELL CHAIN
Division of Unitec Industries

Empro®

SIGNS PROVIDE A

Lasting Image!

Lasting, because your message is embedded in a high-strength, sign material, called Empro. It is made of fiber glass reinforced, polyester resin, and resists the rigorous treatment encountered by transportation markings.

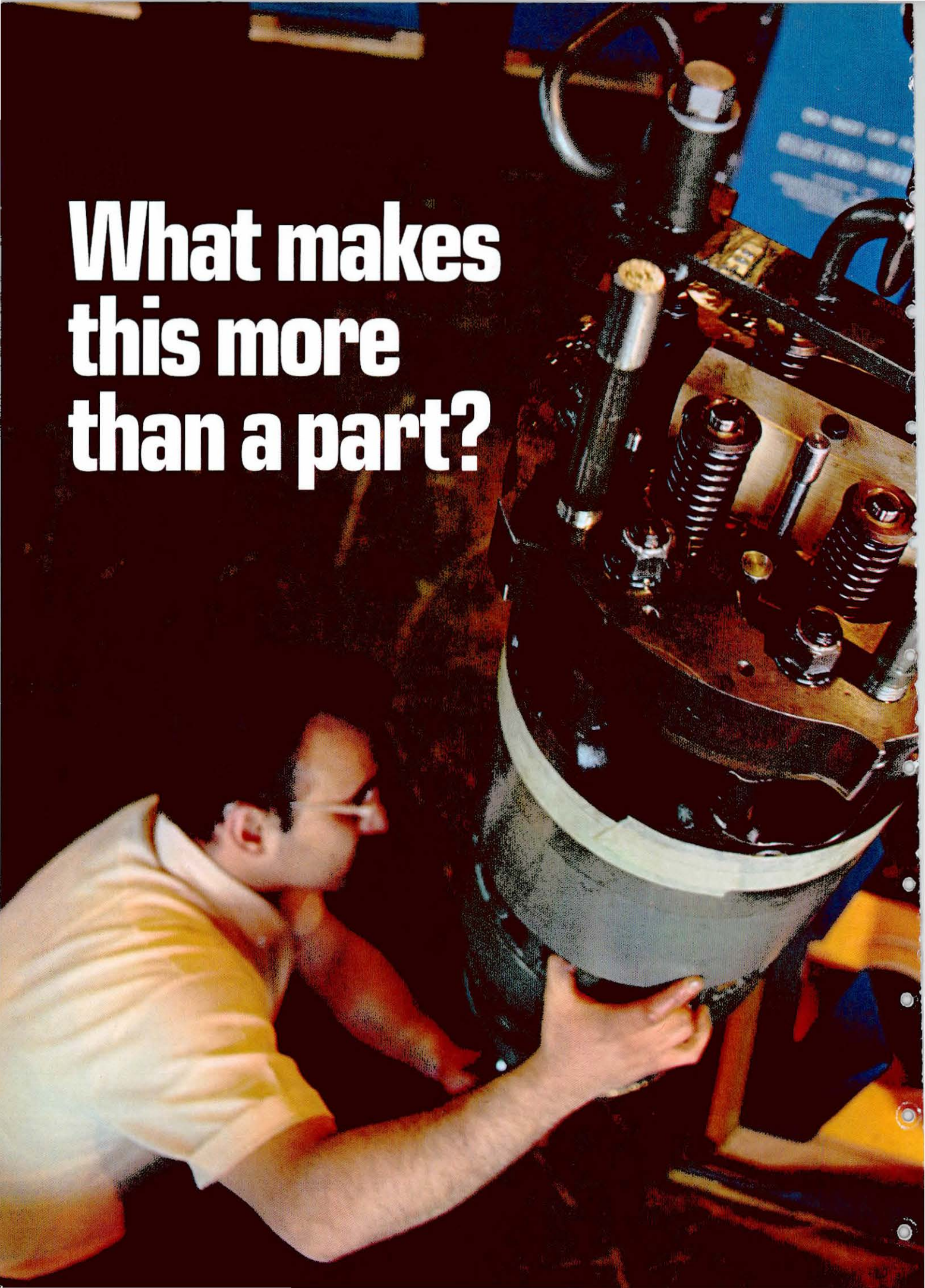
Your message becomes an integral part of the Empro panel!

RPI

kemlite

KEMLITE CORPORATION
Dept. RA
Post Office Box 429 . Joliet, Illinois 60434

Circle 16 on coupon page 97


What makes
this more
than a part?

Hazelwood
Halethorpe
Jacksonville
Commerce
Ogden
St. Paul
Fort Worth
La Grange

Electro-Motive Division is acutely aware of railroad inventory problems and has invested heavily to ensure that its parts and remanufacturing services are second to none.

That's why we've set up a network of factory branches and parts warehouses at key railroad centers across the country. All of the branches and warehouses shown are backed up by the master warehouse in La Grange, Illinois, to assure fast replacement part or unit exchange service.

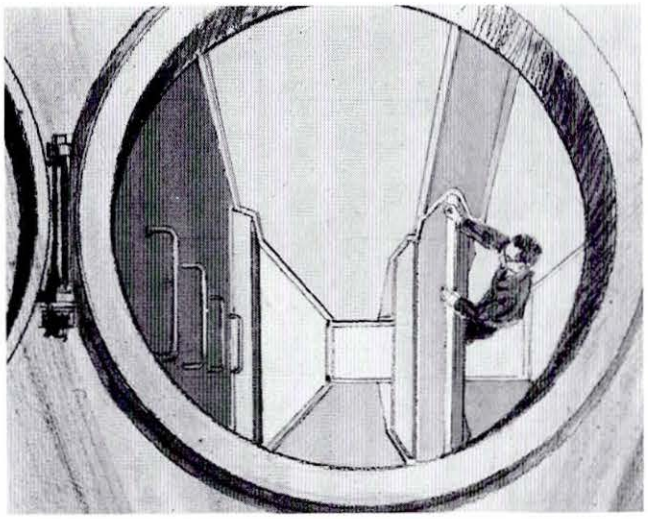
All points are linked by an instant-information computer system. So the outlet nearest you always has immediate access to the inventories of all other outlets. We try to make sure that you never have to wait long for anything.

Efficiently located branches and warehouses represent just one more segment of Electro-Motive's total service commitment to the railroad industry.

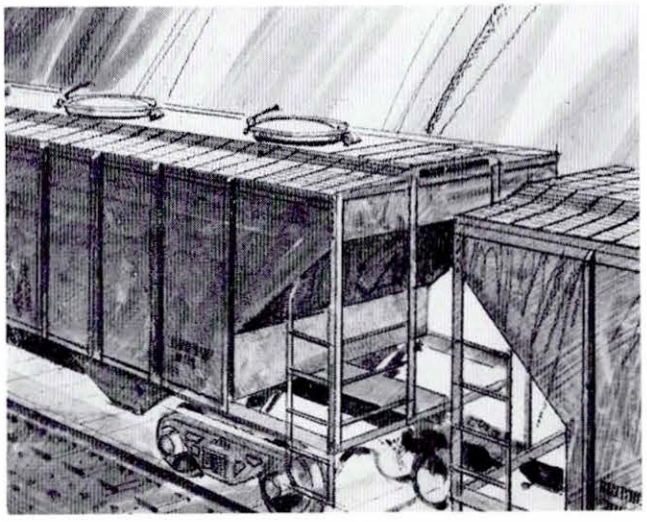
GM
MARK OF EXCELLENCE

Electro-Motive Division
La Grange, Illinois

Get more years per gallon



Clear favorite for interiors — Freight Liner 900. This clear, high solids urethane coats wood and steel (Freight Liner 910 epoxy primer required for steel surfaces) . . . endures severe impacts, resists solvents and chemicals, and provides a high load release factor with all types of bulk commodities. Excellent flex precludes any chipping or flaking even after years of hard usage. To match your color requirements, just add tint paste. Minimizes maintenance and need for frequent recoating. FDA approved.



100% vinyl coating for steel exteriors — Freight Liner 510. No troublesome catalyst . . . applies at any temperature so cars can be painted in any season . . . dries in an hour to put cars back in service fast. And lasts . . . no frequent refinishing because this two-coat vinyl system provides outstanding chemical corrosion resistance. Choose from a long line of Freight Liner coatings that last to give you more years per gallon. Write for full color brochure describing properties. Freight Liner Products, 8 E. Long Street, Columbus, Ohio 43216.

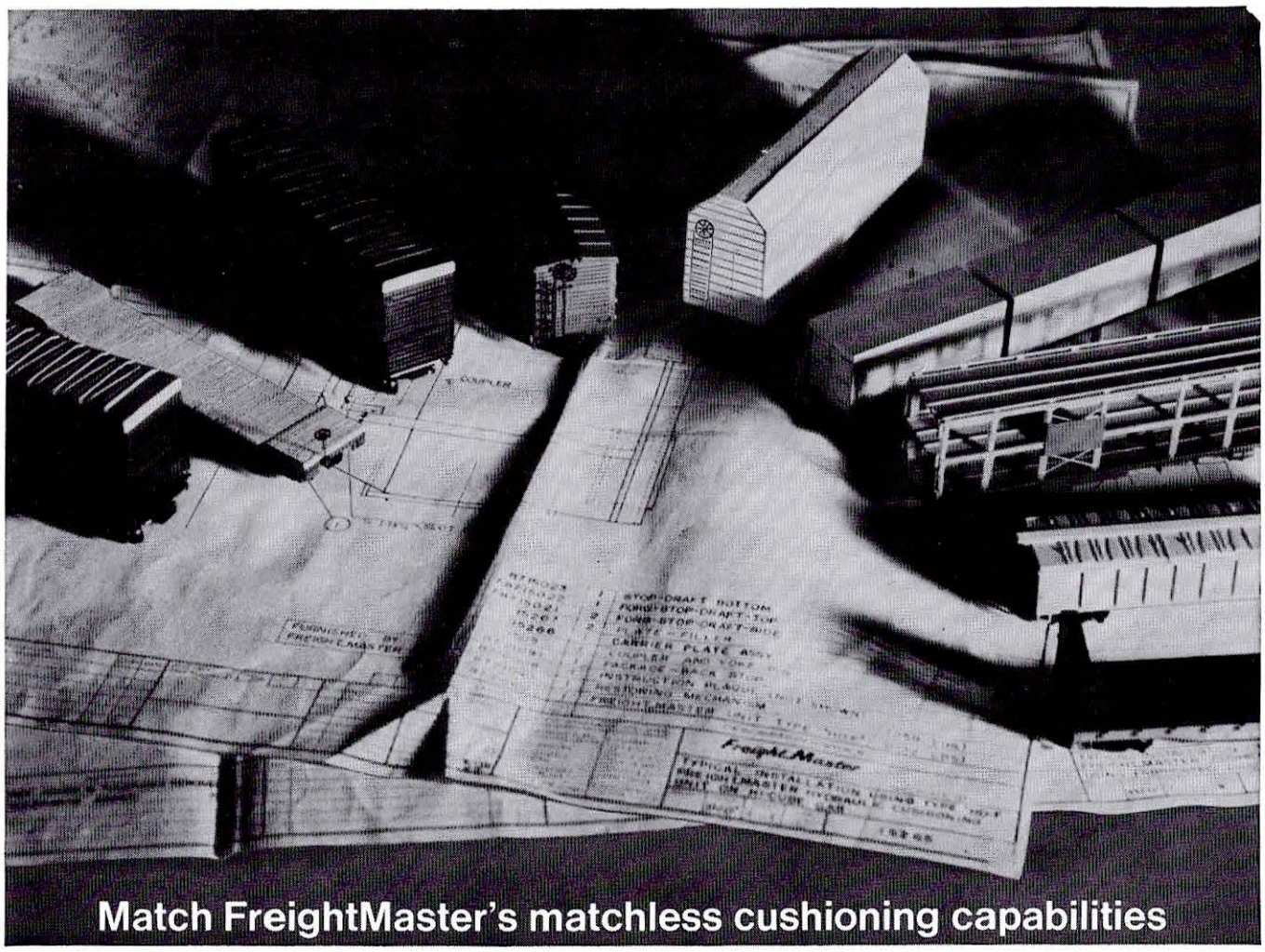
Ashland

Ashland Chemical Company

DIVISION OF ASHLAND OIL, INC.

AFL-10

Circle 18 on coupon page 97



to today's almost endless variety of modern freight cars.

Today's vast variety of specialized cars steps-up the tempo for moving fragile freight faster and more efficiently. FreightMaster matches this pace with the industry's most complete selection of hydraulic cushioning equipment. Cushioning equipment that's tailored to provide the high performance of protection each car design requires.

Selection is just one of the reasons that shippers and railroads are specifying FreightMaster equipment at a record rate. They know that there's over a decade of experience and engineering know-how incorporated into every FreightMaster unit. They also know that every unit offers these FreightMaster-originated benefits:

END-OF-CAR CUSHIONING — Solves camber problems and offers high-capacity impact and train-action cushioning performance. Light installed weight doesn't rob car of lading capacity.

BOLSTER CENTER FILLER RETAINED — FreightMaster installation retains structural integrity of car design to lessen chance of broken bolsters, cracked center plates, or other structural failures.

DUAL SEALED HYDRAULIC CHAMBER — Factory sealed unit lessens maintenance. Unique dual hydraulic chamber design absorbs tremendous force, but does not transmit excessive pressure to outer seals.

FACILITATES INSTALLATION — Easily installed in proven standard "Z" section center-sills.

Why not join the trend to FreightMaster's modern cushioning concept and your highest long term value in protection for car and cargo? Call your FreightMaster Sales Engineer — he matches your requirements with unexcelled service.

FreightMaster is ~~11~~ 12 years ahead

FreightMaster®
A **Halliburton** Company

NEW CONCEPTS OF INCREASED PROTECTION FOR CARS AND CARGO THROUGH RESEARCH

MEMBER RPI

Available — FreightMaster's national network of Assistance-In-Depth Service Engineers
*TRADEMARK

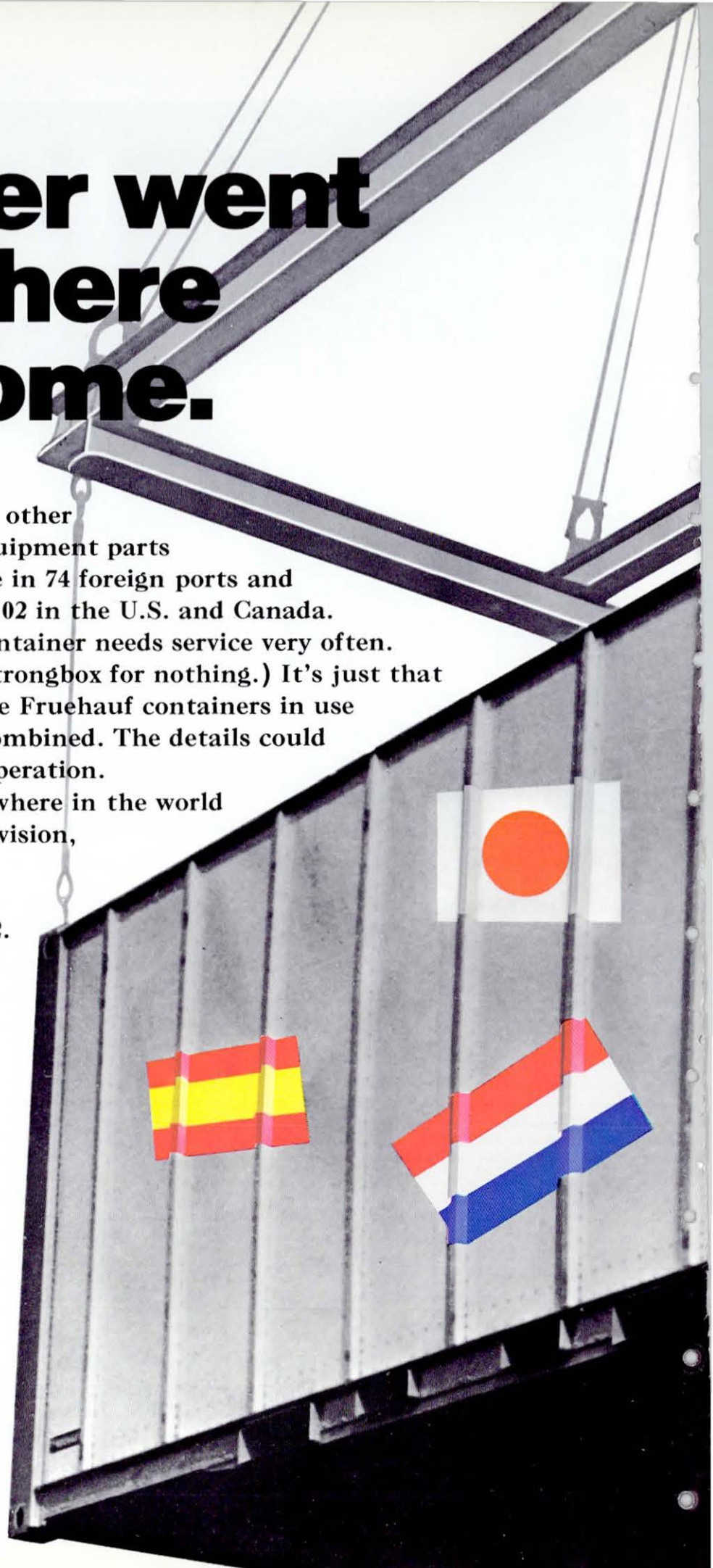
FreightMaster AID*

424 W. Vickery Boulevard • Fort Worth, Texas 76101 • Canada: Hawker Siddeley Canada Ltd., Montreal
Mexico: Materiales y Servicios Ferroviarios, S. A., Av. de los Insurgentes Sur No. 1824, Mexico 20, D. F.

It never went anywhere but home.

A Fruehauf container has this advantage over other containers: original-equipment parts and factory-type service in 74 foreign ports and cities. Not to mention 102 in the U.S. and Canada. Not that a Fruehauf container needs service very often. (We don't call it The Strongbox for nothing.) It's just that there are so many. More Fruehauf containers in use than all other makes combined. The details could be significant to your operation.
Call any branch — anywhere in the world — or write Fruehauf Division, Fruehauf Corporation, 10943 Harper Avenue, Detroit, Michigan 48232.
Fruehauf — the Total Transportation people.

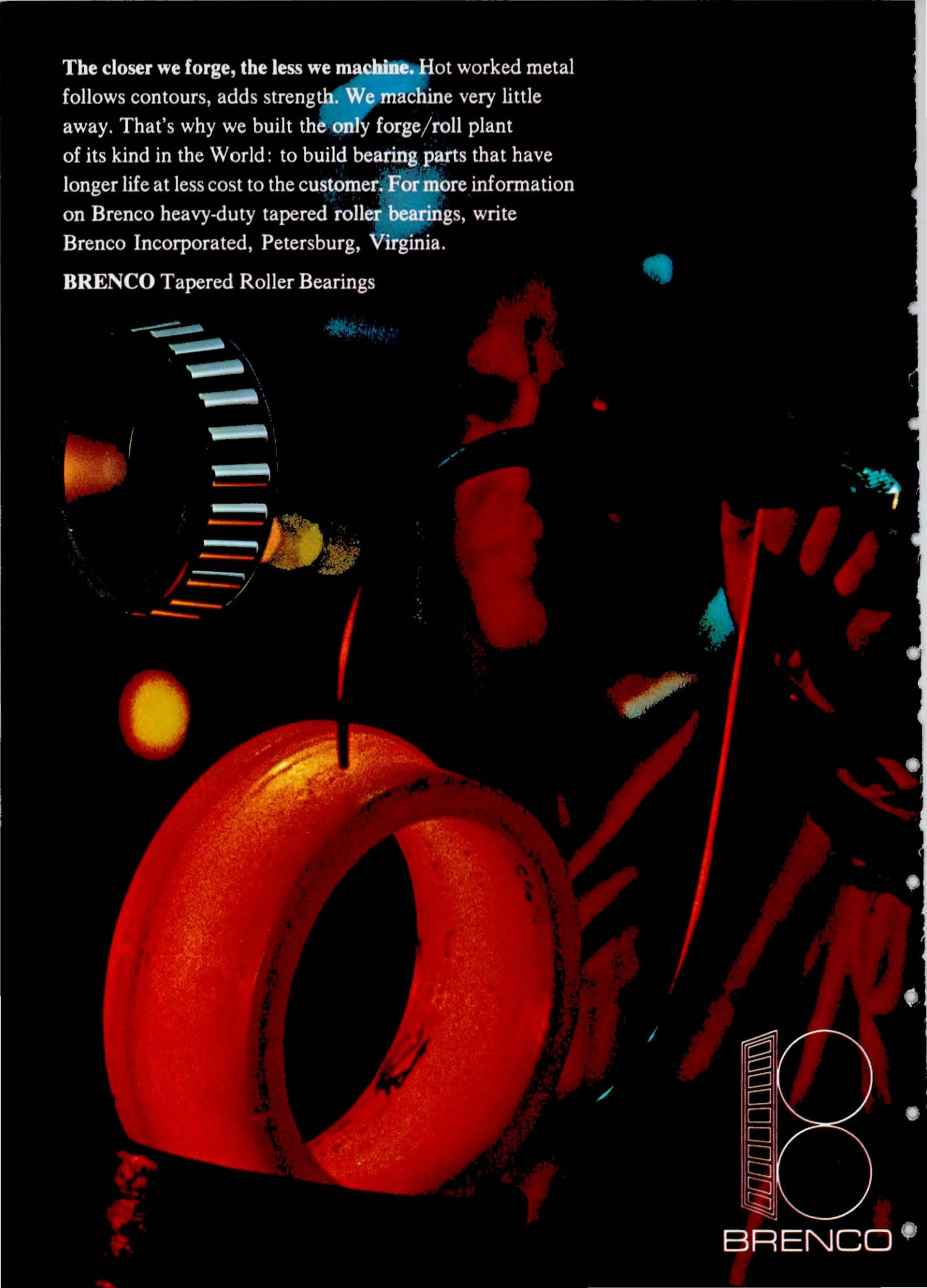
You're way ahead with Fruehauf behind you.



FRUEHAUF

The closer we forge, the less we machine. Hot worked metal follows contours, adds strength. We machine very little away. That's why we built the only forge/roll plant of its kind in the World: to build bearing parts that have longer life at less cost to the customer. For more information on Brenco heavy-duty tapered roller bearings, write Brenco Incorporated, Petersburg, Virginia.

BRENCO Tapered Roller Bearings



UP wins gold medal for safety

Seventeen railroads share in the 1969 E. H. Harriman Memorial Awards, given annually to roads with outstanding employee and passenger safety records.

Union Pacific is the winner of the gold medal for employee safety in its group, which encompasses the larger Class I carriers, according to Harold F. Hammond, president of the Transportation Association of America and chairman of the awards committee.

The awards, will be presented at a Capitol Hill luncheon June 10.

Winners are:

—Group A (Class I line-haul roads working 20 million man hours and above each year): gold, Union Pacific; silver, Southern Pacific (including Northwestern Pacific): bronze, Norfolk & Western; commendation, Santa Fe.

—Group B (Class I line-haul roads working 5 million but less than 20 million man hours a year): gold, Elgin, Joliet & Eastern; silver, Western Maryland; bronze, Cotton Belt; commendation, Western Maryland.

—Group C (Class I line-haul roads working less than 5 million man hours a year): gold, Florida East Coast; silver, Bangor & Aroostook; bronze, Bessemer & Lake Erie; commendation, Canadian Pacific (Maine).

—Group ST (Class I switching and terminal companies): gold, Union Railroad (Pennsylvania): silver, Kentucky & Indiana Terminal; bronze, Philadelphia, Bethlehem & New England; commendation, Lakefront Dock & Railroad Terminal.

—Passenger Group (Class I roads reporting 100 million passenger-miles or more each year): gold, Chicago, Burlington & Quincy (now part of Burlington Northern); silver, Seaboard; bronze, C & O (including B & O).

Members of the awards selection committee, in addition to TAA President Hammond, are: Thomas N. Boate, president World Safety Research Institute; AAR President Thomas M. Goodfellow; Nils A. Lennartson, president, Railway Progress Institute; ICC Commissioner Kenneth A. Tuggle; FRA Administrator Reginald N. Whitman; John H. Reed, chairman, National Transportation Safety Board; Lester J. Dorr, executive vice president, National Industrial Traffic League, and R. P. Little, manager-safety, EJ&E.

Watching Washington

FRANK MALONE

STAFFORD TAKES COMMAND

George M. Stafford, an unpretentious man who drives to work in a pale-green Volkswagen, now finds himself with more power than any commissioner in the history of the Interstate Commerce Commission, the oldest U. S. regulatory agency. The quiet, non-boat-rocker is taking command as ICC's first permanent chairman.

Theoretically at least, Stafford will be in command long enough to push a program to success. Theoretically at least, he will have support where it long has been lacking, because he has permanency by grant of the President.

Past chairmen had neither time nor ties. Rotating into one-year terms, they hardly had time to pose at the head of the commissioners' table. Nor did rotation serve to build up ties with the President. Chairmen may or may not have been of the same political shade as the Chief. They weren't around as chairmen long enough to win or capitalize on White House support. Compared with comparable agencies, all with permanent chairmen, ICC has remained the most independent.

Some observers say such independence wasn't all bad. Others reply that lack of a strong executive hand in transportation matters has fractured U. S. transport policy.

FROM KANSAS WITH CARLSON

Stafford's rise to the ICC chair started in 1950 when he came to Washington as administrative assistant to newly-elected GOP Sen. Frank Carlson of Kansas. Stafford had been Carlson's executive secretary during Carlson's 1947-50 term as Kansas governor. Stafford accompanied a man already established in Washington.

Interestingly, none of Sen. Carlson's committee assignments got assistant Stafford near transportation. Carlson served on the finance, foreign relations and post office-civil service committees, but never the commerce committee.

As Carlson's aide, however, Stafford gained recognition, enough to be chosen for the Commission in 1967.

Stafford, a Republican, rotated into the ICC chairmanship Jan. 1, 1970. By then, President Nixon had Senate approval for a permanent chairman. Stafford wasn't sure he'd keep his job.

But again, Kansas came through. This time it was Republican Sen. Robert Dole, former Kansas representative who replaced Sen. Carlson in 1969. Dole got more than 30 Senators to boost Stafford—over White House glances at (1) W. K. Smith, General Mills vice president, who declined anyway, (2) John Robson, former DOT assistant secretary, and (3) newly-appointed Commissioner Donald Jackson, former California congressman.

THE GOAL: BETTER TRANSPORT SERVICE

What will Stafford do with his new power? He answers: "If there is a single accomplishment I can engender during my tenure . . . I want it to be in the area of a higher quality of transportation service. The public interest requires an upgrading of service. I think it can be attained."

SPECIAL REPORT

Tapping new markets for

By **GUS WELTY,** Senior Editor

In the 1960s, the growth of TOFC was spectacular. In the 1970s, it will be substantial—and solid and sensible. And the growth of COFC may well provide the spectacular.

New marketing ideas are in the works, for both trailer and container service. Equally important, there are a flock of old ideas whose time has come —ideas swirling around such subjects as containerization, international trade, true intermodal transportation, and what the experts like to call the "total distribution concept."

Talk with these experts. You'll get one opinion: Piggyback is now heading into its second cycle of sustained growth and development.

● **TOFC/COFC, present and future.** In trying to determine exactly what's happening and what's likely to happen, Railway Age put three key questions to major TOFC/COFC operators:

—What accounts for the seeming sluggishness in 1969 and early-1970 TOFC/COFC business?

—Has piggyback reached a plateau, as some trucking interests have implied, or can real growth still be expected?

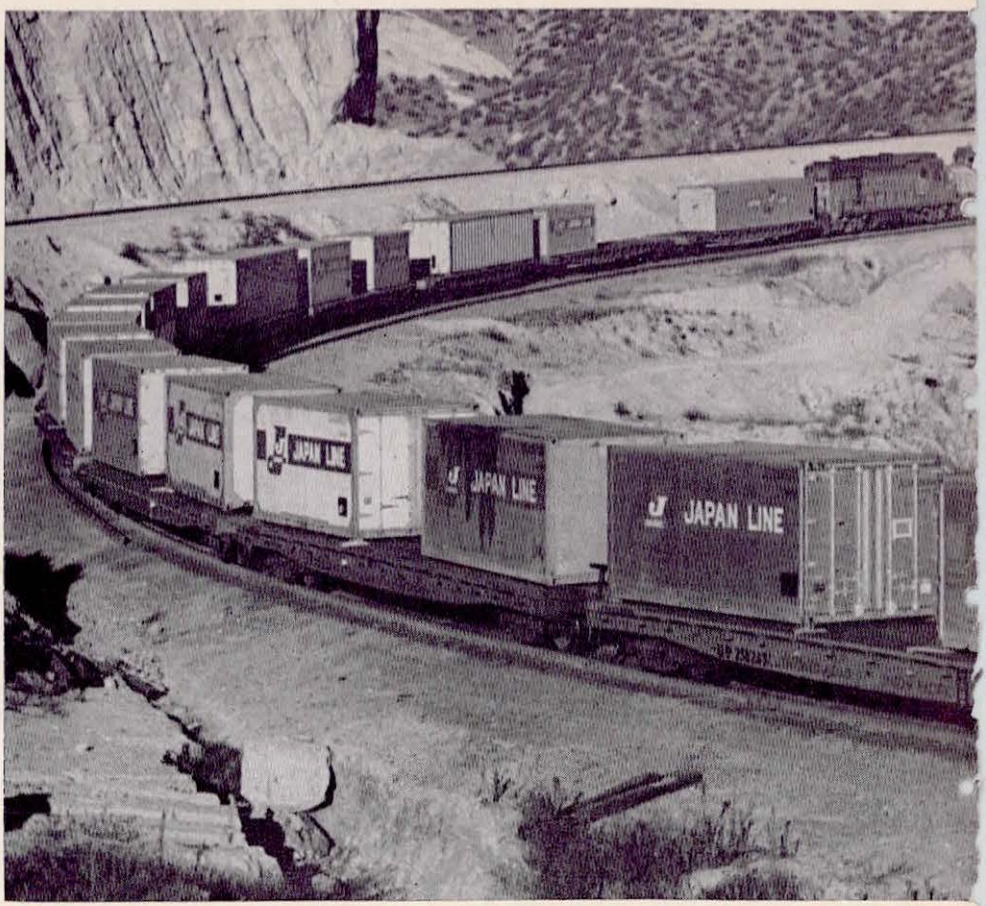
—If there is the potential for significant TOFC/COFC growth, where does it lie?

With industry-wide figures seeming to indicate a slowdown in the growth rate, some hints of hesitancy (or even of pessimism) might have been anticipated. There were none. To a man, those railroad officers closest to TOFC/COFC show confidence that their operation is maturing into a substantial and expandable contributor to traffic—and to profitability.

Two "old" ideas get emphasis. One is containerization, in the specific context of import/export business. The other is intermodal operation, in the specific context of meeting total physical distribution needs.

Especially in the West, TOFC/COFC people find it hard to restrain enthusiasm for the import/export COFC potential. Right down the line, major roads serving Pacific ports are preparing for sharp increases in traffic. New containerships will be going into service beginning this summer. Port facilities have been improved, up and down the coast. Every traffic forecast points to a surge in trans-Pacific container movement.

● **It's unanimous.** You could call the role, and get virtual unanimity—from such men as R. F. Pettigrew, vice president-traffic of Union Pacific; T. A. Fante, general manager-system, trailer-container flatcar services, of Southern Pacific; Leo C. Hudson, assistant vice president for traffic of the Santa Fe; G. H. Kronberg, vice president-traffic of Milwaukee; D. L. Loftus, assistant vice president-intermodal services of Western Pacific; and M. M. Scanlan, Burlington Northern's vice president-marketing.



MOST SPECTACULAR GROWTH in TOFC/COFC may come, this year and in future

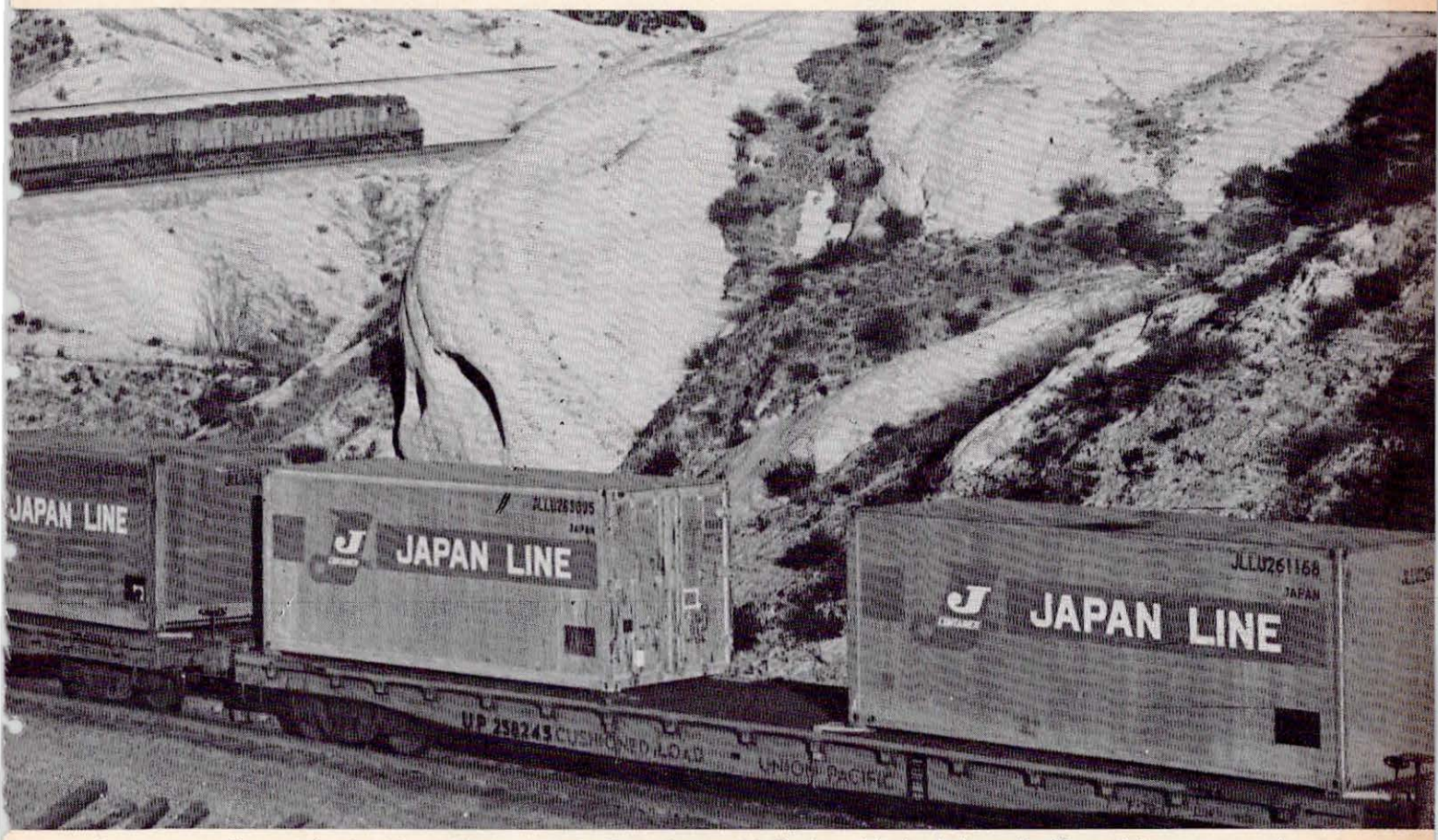
UP's Bob Pettigrew puts it in the strongest terms: Import/export COFC traffic, he says, offers "perhaps the greatest area of continued growth."

And, though his road doesn't come within hundreds of miles of the Pacific Ocean, Missouri Pacific's F. R. McVoy holds similar thoughts. McVoy, traffic manager, truck-rail and merchandise sales, believes that container service "will see a fantastic growth over the next several years. . . . Import/export traffic in containers is making tremendous strides—and has a brilliant future. Companies are finding it easier to send their goods abroad, and many that now distribute their products only in this country are looking to foreign markets. With further simplification of paperwork and the standardization of equipment," McVoy says, "it's hard to predict just how large the import/export market will become."

Santa Fe's Leo Hudson will buy that: Import/export COFC is not yet a substantial part of the total TOFC/COFC market—but it looks like the area "with the biggest potential for growth."

● **The intermodal approach.** The second "old" idea—true intermodal operation—also gets enthusiastic backing. Among its strongest boosters: Illinois Central. As Traffic Vice President Paul H. Reistrup sees things, "TOFC/COFC has just scratched the surface of the market. . . . The growth potential lies in several areas. Service to smaller non-ramp or off-rail points in conection with small motor carriers is a virtually untapped area. Likewise, we feel there is significant potential in motor carrier substituted service under Plans 1, 2½ and 3."

COFC/TOFC



years, from a surge in containerized import/export trade. Every forecast indicates a big rise in trans-Pacific container movement.

BN's Mal Scanlan cites the advantages in expansion of Plan 5 service. A number of other roads—among them WP and L&N—urge adoption of broad-based intermodal operations. WP's Don Loftus, for example, sees the greatest growth potential in "the continuing and increasing interaction among all surface carriers. Truck lines, water carriers, freight forwarders and shippers' associations, along with the railroads, must continue to expand areas of coordination and cooperation." L&N's David F. Jones, director-piggyback traffic, talks of concepts "that combine the best of piggyback and trucking as well as of air and water transportation. This intermodal concept has much to recommend it, with congestion of our transportation arteries providing a principal incentive. In our opinion, piggyback will be the backbone for future development and growth in intercity surface movement of traffic. . ."

● **What about today?** Enthusiasm for tomorrow, however, isn't a glossover of the fact that TOFC/COFC is still in a stage where growing pains recur. Equipment supply is one area of concern; service improvement is another.

Santa Fe's Hudson tackles the equipment situation head-on: Trailer supply isn't a problem—but flat car supply is. When the Teamster strike/lockout is cleared up, he predicts, "we'll be heading for a showdown. We need cars on a national scale."

Southern Pacific's Tom Fante goes after the service situation in similar straightforward fashion: "Service is probably the most important key to the ability of this railroad or of any other railroad to continue to attract more piggyback business. This is why SP last year reorganized TOFC/COFC operation. The resultant close cooperation with our traffic, sales and rate people and the renewed awareness of the importance of joint field contacts at the local level with our piggyback customers have given our operation a tremendous lift—with consequent improvements in service, reductions in costs and the gaining of new traffic. Quite frankly," Fante says, "on Southern Pacific we also feel we have just scratched the surface as to the over-all TOFC/COFC potential. And all of our people—in operations, traffic, trucking—are geared toward producing the quality and consistency of service needed to handle the growth."

● **What the figures show, and why.** What's this "surface" like—the one that's just been nicked? Industry figures, right now, show piggyback to have a rather flat and somewhat soft "surface." TOFC/COFC revenue freight carloadings for last year were reported as increasing by less than 1%, trailer-loadings by less than 2%. The AAR says the "apparent leveling off . . . was generally attributed to adjustment of services and facilities as a result of economic analysis and to changes in reporting methods instituted in 1969." Even with the "apparent leveling off," TOFC/COFC added up to more than 1,344,000 cars and more than 2,215,000 trailers/containers, not including mail and express, on which traffic showed sharp increases from much smaller bases.

These industry figures are not neces-

sarily accepted without challenge or question. In general, TOFC/COFC officers agree that there have been adjustments in services—for one thing, to reflect improved cost-accounting which turned up certain obvious losers on the profit-and-loss statement. They're less sure what "adjustment" means in terms of facilities—except that some are more than mildly critical of certain operators for allowing terminal improvement to fall behind traffic growth.

There is also this to say about the figures: Every road participating in the 1970 Railway Age TOFC/COFC survey reports a piggyback growth rate well in excess of the rate reported in 1969 for the industry as a whole. In terms of loadings, car or trailer, the increase-range is from about 6% to almost 20%. In terms of revenues, the increase-range is from about 8% to more than 20%.

Thus far in '70, there has been a distinct tapering-off in the rates of increase. About one-third of the roads surveyed show a decrease in loadings for the first quarter—with most of the blame going to the slowdown in the economy and to the trucking industry's labor problems (as well as to those which faced the railroad industry itself in the shopcraft dispute).

● **A good look at a good future.** How about full-year 1970? With a single exception, major TOFC/COFC roads are looking for further increases —maybe not matching the 1968-69 rate, but increases still. And those operators who predict beyond '70 see another upturn coming.

This is the shape of TOFC/COFC, near midpoint of 1970:

Illinois Central posted a 15% increase in trailer-loadings last year; its goal for '70 is a 25% gain. And Vice President-Traffic Paul Reistrup offers this observation on TOFC/COFC generally: "Piggyback has reached a plateau primarily because existing facilities have reached capacity. This has resulted in a deterioration in service—which has immediately been reflected in a decline in loadings. Several roads have apparently found themselves in a position where they have too much business for one train but not enough for two—and they have elected to run the two trains, filling out with carload traffic. Again, the service has suffered, and the traffic has declined. On IC, on the other hand, when a facility or a service has reached capacity we will add, based upon our over-all market projection. We are not the least bit afraid, unlike some of our connections, to underwrite the needed expense of low-volume services while the volume is growing. Too many roads," Reistrup adds, "do not recognize the service considerations involved in this type of market. One provides motor-carrier service, or one does not get the traffic."

● **New markets opening up.** Santa Fe showed a 15% revenue increase in 1969, and anticipates a continuation of the growth trend during the current year, both in TOFC/COFC revenues and in loadings. Hudson, now Santa Fe's assistant vice president-traffic, will succeed Theodore M. Caiazza, vice president-traffic, July 1—and both men are numbered among the many traffic officers who are extremely optimistic about import/export traffic. They are also hopeful that major gains can be made in domestic trade: "A lot of peo-

RAILROAD MEETS SHIP—Containers are the common denominator for this expanding water/land intermodal transportation.

ple should get onto the total distribution concept who aren't on it now," ATSF says. "They're paying 'way too much in distribution costs for other modes. If they considered and compared total costs, they would find TOFC/COFC a tremendous bargain."

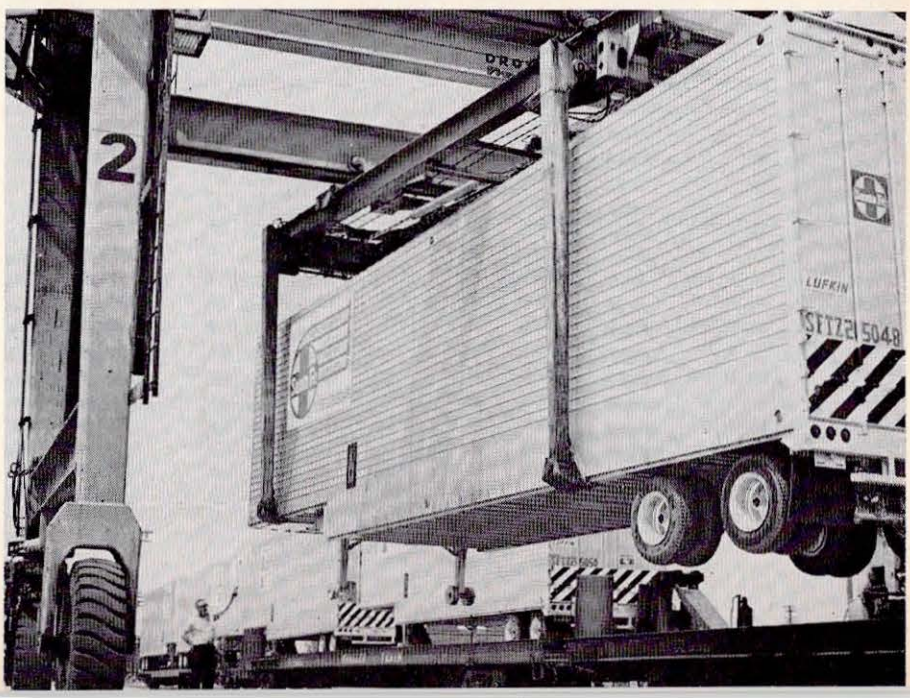
Rock Island reported one of the industry's larger piggyback increases last year—21% in revenues and 18% in trailer-loadings. Current predictions (taking into account early-'70 economic and labor problems) are for a rate of growth of perhaps 15% this year. Howard S. Ownley, general manager-TOFC, takes this view of present and future: Piggyback filled a need, and its growth has been phenomenal—but the railroads "apparently sold this service with little or no regard for the increasing terminal costs they experienced year after year and the effects of these costs upon profitability. During 1969, quite a number of railroads found it necessary, due to the increased costs, to take a second look at some of the traffic they were handling, and to revise some of their procedures in an effort to tighten up the over-all operation. There is still a tremendous potential for piggyback—and there is no reason to believe that this industry will not solve its present problems in the near future."

● **No "sluggish" performance.** Southern Pacific checked in with a 15.5% revenue increase last year, on an 8.5% increase in loadings; further gains are forecast for '70, despite Teamster-related labor problems. Says Tom Fante: "We certainly have not experienced any 'sluggish' performance in TOFC/COFC loadings—nor do we feel that our piggyback traffic has reached a plateau. We continue to look at the future very optimistically—anticipating that traffic growth will parallel or exceed the continuing industrial and population growth of the expanding territory we serve."

Union Pacific is another growth leader for 1969—with revenues up 18% and trailer/container-loadings up 19%. Vice President Traffic Pettigrew calls the 1970 situation "virtually impossible to predict at this moment, due to Teamster labor problems and the uncertain economic future over the near term. Were it not for these problems, we would have predicted a modest increase in 1970 amounting to probably 5%—which would be primarily in containerized import/export traffic." So far as Pettigrew is concerned, piggyback has not hit a plateau "although it appears quite probable that increases in certain plans will not be so spectacular in the next few years as in the past."

● **Increases in the East.** Penn Central, the giant of the East in piggyback, showed a revenue increase of 8.5% in 1969— and first-quarter 1970 revenues were up by 10.7% from '69 levels. On a loadings basis, the full-year 1970 forecast is for a 4.6% gain. W. F. Kirk, vice president-mail and TrailVan services, sees several reasons for a slackening in the growth rate generally, including "intentional elimination of marginally profitable traffic, lack of terminal capacity, possible loss of traffic due to rate increases, a longshoremen's strike in early 1969, very probable errors in reporting which may have minimized actual growth and the fact that load counts are not comparable in all cases due to merger of railroads." Future growth, Kirk believes, will come via the

TOWARD BETTER HANDLING
Trainer/container handling capability in terminals continues to be a problem area. But substantial gains are being made, in installations of cranes and in use of other devices for lift-on/lift-off trailer/container transfer.



nation's economic growth, via diversion from conventional rail equipment and service, through "probable entrance of railroads into shorter-haul movements which become more profitable as competing motor-carrier rates are increased, and through improvement in service and enlarging of terminals which will provide a service superior to motor carrier and divert traffic from the highways."

Burlington Northern's constituent companies added up a 17.8% increase in piggyback revenues last year; for the new BN, 1970 is expected to see a 12% gain over last year's totals. Vice President-Marketing Mal Scanlan notes that "pricing adjustments to more clearly reflect a proper balance between investment, costs and profit may be responsible for the generally sluggish performance of TOFC/COFC loadings on an industry-wide basis during 1969. It's also becoming increasingly difficult for railroads to capture short-haul tonnage from motor carriers." However, Scanlan adds, BN does not believe TOFC/COFC has plateaued, "and 1969 revenues support our stance. COFC movements in particular continue to increase."

● **Sales efforts emphasized.** Southern cites a 14% revenue increase last year, a first-quarter 1970 slightly better than the comparable period last year—and a 10%-increase forecast for full-year '70. Says Executive Vice President W. V. Burke: "We're satisfied that continued intensive sales efforts will produce the objectives we have set."

Chesapeake & Ohio/Baltimore & Ohio offers still another example of the modest traffic gain coupled with the substantial revenue gain. The TOFC/COFC increase figures for 1969: 9.5% in revenues, 4.5% in loadings. For 1970, the goal is a dollar gain again in the 8%-to-10% range. Like most top TOFC/COFC officers, C&O/B&O's Stanley Christovich acknowledges the effect of rate increases on revenues. But, he adds, the goal also "anticipates real growth." As for trends in piggyback, Christovich offers this view: "We should appreciate the fact that TOFC/COFC loadings are in the family of leading economic indicators. They can't help but reflect the sluggishness in the general economy. . . . I think there are also many areas in which we have found a need to pause for breath. There is no question but that many of us find our capabilities being taxed—our managerial capabilities in terms of number and depth, as well as our physical facilities. This has probably had some dampening effect on over-all revenue levels. We simply have not always been as responsive to the market as we should have been."

● **No plateau, unless . . .** Christovich doesn't believe piggyback will stay on a plateau "unless over-all railroad management consciously permits this to develop through deliberate constraints on expansion, or unless piggyback inadvertently becomes non-competitive with the truckers because of slippage in line-haul service—of which there has been some recently."

Norfolk & Western, which set a trailer-loadings record last year, is less optimistic about 1970. Loadings were up 6.7% and revenues climbed by more than 14% in '69. But Teamster unrest and economic conditions don't give the road reason to believe '70 volume will match '69. Over the long range, however, Vice President-Merchandise Traffic John A. Barrett remains hopeful: "The most important factor to be considered is the return-to-net in handling TOFC traffic. . . . In many instances this means we must become more selective in the type of traffic carried. Railroads in general must look at their schedules to insure that we remain competitive with motor-carrier competition. In line with this, there should be a continuing program of upgrading TOFC terminals and yard facilities." TOFC/COFC, Barrett says, "certainly will be stimulated by the development of containerization, through rates and through bills of lading which we should see during 1970."

Barrett also touches on a point which has sometimes been a sore point for western-road TOFC/COFC people: The eastern-road attitude toward handling of containers. N&W, he notes, "is the only eastern carrier to announce it will handle containers flush on the car under present piggyback Plans 2, 2½ and 5 rates to and from Chicago, Peoria, New York, Baltimore and Norfolk. We hope to expand soon to St. Louis and Detroit. This move has certainly stimulated business for N&W."

● **TOFC/COFC: It's no "fad."** Over in Louisville, L&N's Dave Jones is looking back on an 8.1% loadings increase in 1969—and hoping that a 10%-increase projection for 1970 will be accurate. "When we look at our increase in 1969 and recall the equipment limitations encountered that contributed to service deterioration," he says, "it's difficult to state flatly that TOFC/COFC loadings were sluggish." Like most operators, Jones is concerned about the near-term effects of labor and economic problems. But he adds this: "Piggyback has not plateaued, with no real prospects for growth. It's only catching its second wind. You could make this comparison: In the late '20s and early '30s, it was a mistake for railroads generally to dismiss trucking as something like a passing fad that couldn't last. We believe it would be just as great a mistake now to dismiss piggyback with the statement that it has leveled off and has no potential."

Down in Jacksonville, Seaboard Coast Line's J. W. Plant is also looking at encouraging figures—especially where revenues are concerned. Last year, SCL showed a 6% increase in trailers handled and a 13% increase in revenue. During first-quarter 1970, the trailer figures went up by only 1%, but the revenue total climbed by 9%. For the year, the current forecast is for a trailers-handled gain of perhaps 5% with a 10% jump in revenue. Plant, assistant vice president, trailer-train service, sees a different kind of TOFC/COFC sales job ahead: "Those people with large blocks of traffic for which piggyback service is beneficial have, by this time, converted to piggyback. This means that our increases must come from traffic of present customers whose sales are increasing, or from some new customers who ship in rather limited volume. It will be difficult to find customers who will be able to divert hundreds of trailers per month to piggyback service. We are now involved," Jim Plant says, "in efforts to sell hundreds—or thousands—of customers who have just two or three or four trailers per week or even per month."

● **Potential in truckers' traffic?** SCL sees TOFC/COFC potential in several areas: "If motor common carriers utilize piggyback service on something other than an overflow basis, I'm sure

HOTSHOT PIGGYBACK SERVICE, Louisville

& Nashville style, on Chicago-Atlanta run.

the railroads could provide a service which would enable those motor carriers to meet most commitments of their customers. The motor carriers' traffic offers as great a potential for sizeable increases in piggyback traffic as exists today. It's not my view, however, that we should give them bargain-basement rates." Plant also sees potential in private-carriage traffic "where the traffic pattern does not require numerous stops enroute to distribute or pick up the goods handled. Each of these cases has to be dealt with individually, in order to determine the pricing and service required. Sometimes we find it rather difficult to change the attitudes of private fleet operators, though, since these people are accustomed to an operation which is totally under their control—even though in some cases it represents an expense much greater than piggyback. For these people, piggyback could probably provide a reasonable service—with some adjustment on their part."

● **"Sure-fire growth."** Milwaukee Road, coming off a year that saw a volume increase of 10% and a revenue gain of 16%, is cautious about predictions for 1970. Traffic Vice President George Kronberg puts it this way: "It may be that TOFC has begun to level off after such a tremendous decade or growth. However, I believe that the potential in piggyback handling of mail and express, coupled with the sure-fire growth in freight of all kinds, will keep TOFC on the increase. . . . With regard to long-range potential, we do not necessarily believe volume will show as rapid growth as heretofore—but we firmly believe that through selectivity, market research and cost accounting improvements, TOFC/COFC revenues will continue to advance. Additionally, thought must be given to the effect which Teamster negotiations will have—since any resulting increase in pricing of motor-carrier services may be reflected in improved loadings via all TOFC/COFC plans."

Intermodal-service revenues for Western Pacific showed a 16% increase last year—and, unlike many roads, WP was even able to boost the rate of gain in first-quarter 1970, to 17%. It's Assistant Vice President Don Loftus' view that railroads "have, after a period of rapid expansion, reached the point of re-evaluating sales and service toward establishing a more selective basis for growth. For this reason, the term 'sluggish performance' may be somewhat of a misnomer. Hopefully, net revenue will show this to be the case." For the record, WP is looking for a 13% gain in intermodal revenues for '70.

● **One problem spot?** If there is a geographic soft spot in piggyback, it would appear to be in the Southwest. MoPac, Frisco and Katy all posted TOFC/COFC increases last year—but all three also noted declines in the first three months of 1970.

W. R. Eilers, Frisco's merchandise traffic manager and manager-TOFC sales, is inclined to list economic conditions, labor problems and greater selectivity in traffic solicitation as contributors to the slowdown. Frisco's rate of increase last year, on a trailers-handled-basis, was about 10%. But the gain came in the first half of '69, and this year started off with declines in all forms of piggyback traffic.

Missouri Pacific's F. R. McVoy has also been hit by a less-than-good first quarter. MP showed an increase in loadings of better than 10% last year—and then saw 1970 begin with a drop in volume of more than 7%. McVoy, however, looks for a recovery and a 5% gain in loadings for the year. His reasons for long-range optimism? "Many industries are not using piggyback at this time. We are getting new inquiries constantly, and we're working now on rate structures for several firms. Moreover, railroads have become more TOFC-oriented and are tailoring services to the requirements of this traffic. For example, MoPac is now running many piggyback trains—including Chicago to Dallas and Houston and St. Louis to Dallas and Houston. Plan 2½ is growing rapidly, and many companies are using it in a total distribution concept. With our truck line and with our modern terminals, MP is especially equipped to play a big part in this particular field." McVoy also notes that "many new consolidators of small shipments have begun operations in the past year. These people use rail service—they're able to give lower rates and yet make a good profit."

● **The "beginning of tomorrow."** At Katy, there's a similar story. Loadings were up 6.8% last year, loadings were down 5.7% in first-quarter 1970—and loadings will be up 5% for the full year, according to the current estimates of Vice President-Sales and Service Frank J. Heiling. For the future, Katy is emphasizing service—"personalized service, adapted to need." Heiling adds this comment: "Of course, the higher you climb, the harder the going gets. But it's my opinion that TOFC/COFC still has tremendous potential for significant growth in almost all packaged-commodity categories. . . . The secret of growth is to provide the kind of service that the customer is willing to buy at a price that is competitive. In this day and time, it's hard to separate service and price. They go together. As for us on the Katy, we still view TOFC/COFC as the beginning of tomorrow in transportation."

● **The shape of the TOFC/COFC future.** If you add together all these comments from the industry's top TOFC/COFC people, you come to certain conclusions:

—Thanks to more accurate costing and greater selectivity in going after traffic, TOFC/COFC profitability will increase.

—Outside factors are primarily to blame for whatever slowdown in TOFC/COFC growth may now be taking place. Internal factors, problems of service and equipment supply and terminal capability, are being recognized in those areas where they are indeed problems. Hopefully, recognition will be followed by correction.

—Volume, revenue and profit increases will be tied to the development of the economy. But from all indications, TOFC/COFC growth will continue to exceed what might be considered "normal" growth.

—With a substantial boost from development of containerization, increased import/export traffic and industry's embracing of total distribution concepts, TOFC/COFC may in fact be what Katy's Frank Heiling calls it: "The beginning of tomorrow in transportation."

—There is no real limit on growth possibilities, or at least no real limit anywhere near being reached now. Southern's W. V. Burke perhaps sums it up best: "It's our opinion that the potential for growth is to be found in every highway trailer." ■

SPECIAL MAINTENANCE VEHICLE for trailer refrigeration units has been designed by T/M Leasing. Here, Gene Willis (left), T/M's flee: service manager, discusses it with S. G. Van Arsdell (center), C&NW assistant vice president and director-materials division, and Carl Crumrine (right), T/M's vice president and general manager.

Equipment leasing is big business now

About 70% of today's piggyback trailer fleet is leased, and the number of lease agreements continues to climb steadily.

By **ROBERT BARTLEY,** Associate Editor

Throughout most of their history, railroads have been buyers of equipment. In recent times, however, they have displayed more and more interest in leasing equipment.

For instance, nowadays it is not at all unusual for some roads to lease locomotives. Even more railroads use lease arrangements to add to their freight-car fleets. One midwestern road, which itself offers entire trains on lease, has a lease agreement with a government agency which will eventually bring an entirely new fleet of commuter cars on its lines. Many roads, lease other types of material, including computer equipment, motor vehicles and buildings. And, there has been a time or two, also, when even tracks have been leased.

● **Strong in piggyback.** Leasing, therefore, could be classified as the "in" thing in many areas of railroading. But perhaps nowhere has it become more "in" than in the field of piggyback semi-trailers and, to a somewhat lesser degree, containers. It's estimated that about 70% of today's piggyback trailer fleet is leased. And the number of lease agreements signed for this type of equipment continues on the rise. Furthermore, the sizes of these lease orders—like the one signed by Louisville & Nashville for 1,000 trailers at the tag-end of 1969—seem to be on the rise, too.

Recipient of this large, multi-million-dollar L&N order was T/M Leasing, the leasing arm of Pullman Incorporated's Trailmobile division. A relative newcomer to the field, T/M Leasing placed 3,500 units out on lease last year, its first full year of operation. That first-year figure, incidentally, does not include the big L&N order, which will not be completed until sometime after mid-1970.

Says Carl T. Crumrine, vice president and general manager of T/M Leasing, "We were mighty glad to welcome the L&N to our growing list of RR leasing customers. Not only for the 1,000 trailers added to our fleet but also because such a large order firmly establishes us in a market that is, in our opinion, destined to become the fastest growing trailer leasing market in the world.

"We now number among T/M Leasing's railroad customers the L&N, Chicago & North Western, Erie Lackawanna, Chicago & Eastern Illinois and the Rock Island, as well as REA."

● **What makes leasing attractive.** There are many reasons—mostly financial—why equipment is leased rather than bought outright. Beyond the question of money (or the lack of it) and financing, there are other features in leasing which play important roles in making converts.

Trailer and container leasing plans seem to be much more flexible than those for other types of equipment. This flexibility means agreements can be tailored in a number of ways to match customers' specific needs. Anyone interested in leasing this equipment can choose, for examples, a net lease, a full service lease or piggyback maintenance leases, to name just a few. Or, he can choose from a number of rental agreements. Each of these different lease and rental agreements can be altered here and there to meet a definite need.

From the lengthy list of plans available to it, the L&N—like so many other roads—chose a full service lease for the 1,000 40-foot dry vans T/M Leasing will be delivering this year. This is a no-fuss, no-muss type of agreement in which the lessor accepts full responsibility for, among other things, the care and maintenance of all the units throughout the lifetime of the lease. Thus, freed of virtually all the burdens of ownership, the lessee finds he can concentrate on selling and improving his service.

● **What the lease covers.** Under the terms of its full service lease, T/M Leasing offers to handle any or all of the following: licensing, fueling (for reefer trailers) and establishment of safety programs, as well as the repair and maintenance of the equipment. Of all these features, that calling for repair and maintenance probably interests the user the most because of the headaches it can eliminate.

One of the first lease agreements signed by T/M Leasing shortly after it was formed last year involved 350 refrigerated trailers for the C&NW. A

It has never been so urgent to train and upgrade employes —or so easy!

. . . Or so inexpensive!

Home-study courses, tailored to the different needs of the maintenance-of-equipment department, can develop skilled journeymen from your present force of unskilled labor. It can cost as little as $6 per month per trainee. The Railway Educational Bureau provides the courses, and does the grading.

Many railroads use it!

The Bureau already has formal arrangements with about a third of the Class I railroads, and with many industrial and other short-line roads. The completion of four-year courses qualifies apprentices as journeymen. Some roads use accelerated programs, turning out skilled machinists, electricians, carmen, car inspectors and other craftsmen in as little as three years. In the case of especially responsive students, two years is sufficient for the regular four-year course. Many other railroads use shorter REB courses for upgrading and refreshing. The Bureau also offers four two-year courses, as follows: Locomotive Engineers, covering diesel-electric equipment and air brakes; Locomotive Electrical Equipment; Locomotive Mechanical Equipment; and Car Inspectors and Carmen.

Railroads and trainees get feedback

Instructors of the Railway Educational Bureau, all active railroad men themselves, grade students' examination papers and make individual comments and suggestions to the students when such help is needed. In the case of formal, company-sponsored programs, the railroad gets a monthly report of each student's progress.

Who qualifies?

Any railroadman. Courses are written for employes with a high school level of education.

How to participate

Besides formal apprentice training programs on a contract basis, railroads may help an employe by paying half his monthly tuition, or all of it, or by reimbursing the employe on successful completion of his training. Or they may authorize payroll deductions.

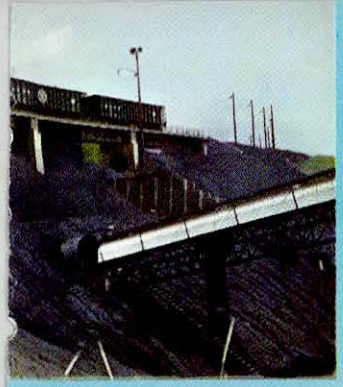
For more information

Write now, or phone collect, to Joe S. Betz, Director, Railway Educational Bureau, 1809 Capitol Ave., Omaha Nebr. 68102, telephone (402) 341-7889.

Railway Educational Bureau

The incredible automated train...

and how U.S. Steel helps railroads get more for their money.



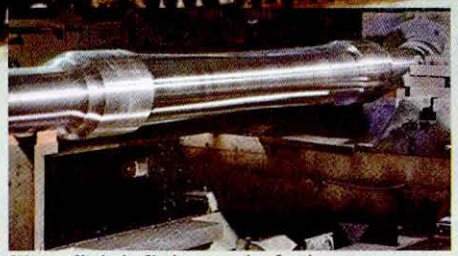
You've read about it. The new 15-mile Muskingum Electric Railroad in southeastern Ohio. Built by Ohio Power Co., subsidiary of American Electric Power. With twin automated trains that can haul 18,000 tons of coal a day.

But did you know we helped make it practical and economical?

The design of MERR's 100-ton, air-dump hopper cars employs the "Family of Steels" concept of United States Steel.

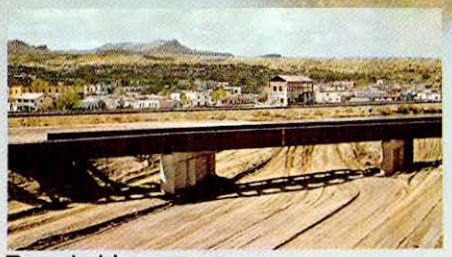
USS COR-TEN High-Strength, Low-Alloy Steel was used for everything the lading touches, including the automatic, air-operated drop doors. Not only is it 40 per cent stronger than carbon steel, but its atmospheric corrosion-resistance is five to eight times as good, and it gives up to twice the paint life! It forms a tight oxide coating on the unpainted surfaces inside these cars, and over scratches and breaks in the painted surfaces outside, "healing" itself and cutting maintenance costs. Other highly stressed members, where resistance to atmospheric corrosion is not so great a factor, are of USS TRI-TEN Steel—strong and economical, to reduce weight and material costs.

We're supplying steel—and good advice—on a lot of other important projects, too: cars, rails, bridges, buildings. If you'd like to talk, phone your USS man or write United States Steel, Box 86 (USS-7072), Pittsburgh, Pa. 15230.



New finish fights axle fatigue.

Build 'em bigger, move 'em faster—that's the trend in freight cars. But higher weight and higher speeds increase susceptibility to axle fatigue. So our engineers went to work to learn which finish helps axle bodies resist fatigue best. Their answer: a surface finish of 100 micro-inches, average. And that's exactly the finish you'll get from us from now on. (We'll send you the technical report on request.)



Bare bridge covers up.

This bridge over the Rio Grande has been covering itself up since the day it was born. With the help of weather, not paint. That's because it's of bare USS COR-TEN B High-Strength, Low-Alloy Steel. The older it gets, the better it looks. As the dense, russet-colored coating forms, it retards further corrosion; even "heals" itself if scratched. All at no cost to the owners, the Atchison, Topeka and Santa Fe.

Airport Rapid of steel.

Cleveland Transit System has 20 of these all-steel cars in service on the country's first airport-to-center-city run. The extension has drawn so many new riders, service has doubled and CTS has ordered another ten. The fast, maintenance-free cars are of USS Stainless Steels and USS COR-TEN A High-Strength, Low-Alloy Steel, which fortifies the end frame against a 200,000-lb. impact load.

USS, COR-TEN and TRI-TEN are registered trademarks.

You're on the right track with USS Steels for Railroads

Need technicians? Help yourself.

If you're like most businessmen, you're probably all too aware of the technician shortage. If current projections are right, one out of three new technical jobs won't have any applicants.

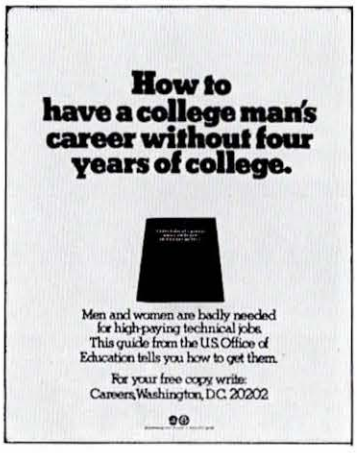
The National Industrial Conference Board and The Advertising Council are concerned about the shortage, too. As a public service, they've prepared a full-scale advertising campaign to get young people to take up technical careers.

You can help. You can distribute a new guide to technical careers to schools, church groups, youth clubs—wherever young people gather in your town. And you can put up a "Be-a-Technician" poster wherever young people can see it.

For samples of the guide and the poster and information on quantity reprints, use the coupon below. Samples are free. Reprints are cheap. Only $4.00 per hundred for the poster. $5.00 per hundred for the guide. For a small additional charge, we can even imprint your company's name.

A small price to pay today for a good supply of technicians tomorrow.

For samples of poster and guide send this coupon:


How to have a college man's career without four years of college.
Men and women are badly needed for high-paying technical jobs. This guide from the U.S. Office of Education tells you how to get them.
For your free copy write: Careers, Washington, D.C. 20202

To: Technicians, P.O. Box 313, Radio City Station, New York, N. Y. 10019

Gentlemen: Please send me free samples of "Technician" material and information on getting quantity reprints.

Name_____ Title_____

Firm_____ Business Address_____

City_____ State_____ Zip_____

Advertising contributed for the public good.

long-time lessee of trailer equipment, the North Western started as far back as 1961 to beef up its piggyback fleet through leasing. At first, the road would not sign any lease of over three years' duration. Over the years, though, piggyback trailer quality has improved immensely, says S. G. Van Arsdell, Jr., assistant vice president and director of the road's materials division. As the quality improved, C&NW leases began to lengthen.

The multi-million-dollar lease signed for the 350 T/M Leasing reefer trailers extends over a six-year period. Like the L&N's, it is also a full-service lease. Because maintenance of reefer trailers is much more demanding than that for, say, dry vans, the lessor must make much more elaborate plans to fulfill the terms of any full service lease.

● **Special maintenance site.** To ride herd on its 350 reefer trailers serving the North Western, T/M Leasing elected to headquarter maintenance operations at the road's Proviso Piggyback Plaza on the outskirts of Chicago. There, it was determined, thorough pre-trip inspections could be made before equipment moved on to any of the 26 key meat packing centers in the Midwest served by the North Western. Also, and perhaps more importantly, the location provided the opportunity to give beef-laden trailers a mid-trip inspection as they passed through Chicago on their way from the meat centers to eastern and southeastern population centers.

To handle these inspection and maintenance chores as well as the major preventive maintenance program which schedules detailed inspections at about two-month intervals, T/M Leasing designed and equipped a special maintenance vehicle that is really a mechanic's dream. The vehicle is so well planned and equipped that if it were parked behind a pair of gas pumps at a well-traveled intersection, a couple of clean-rest-room signs hung out and trading stamps promised, it could perform as well as — maybe better than — the friendly neighborhood garage.

● **It has everything.** This mobile service center is a body shop, a fueling station, a lubrication rack and an electrician's shop all wrapped into one. Most of all, though, it's a refrigeration servicing center As for the personnel manning it, they are, first of all, first-rate refrigeration mechanics who also have the skills to repair a lighting circuit, fix a tire, patch a lining puncture, or do most anything that will make a trailer perform properly.

The T/M Leasing maintenance vehicle is a 2½-ton GMC truck fitted with a custom-built 14-foot van body. Some of its features are: Skylights, bulkhead doors in the rear, side doors, and it is heated. Because each of the 350 reefer trailers is fitted with nose-mounted refrigeration units, the maintenance vehicle has special rubber air shields extending beyond the rear to provide weather protection for technicians working on units in the Proviso yard.

Not all the maintenance vehicles need to be as extensively equipped as the one caring for the North Western reefer trailers. In most cases, the vehicle will be tailored or customized to fit a particular job. For instance, non-refrigerated trailers wouldn't require the vehicle or personnel manning it to be equipped to repair reefer units.

CUSTOM BUILT

This T/M Leasing maintenance vehicle was built especially for the C&NW.

T/M Leasing has already established six regional maintenance centers in L&N territory to service its units there. These centers, all of which are equipped with mobile servicing units, are located in Atlanta, St. Louis, Nashville, Chicago, Louisville and New Orleans. The vehicles don't have to be fitted with equipment as sophisticated as those for reefer-trailer maintenance programs.

● **Lessee specifications met.** While the North Western relinquished all responsibility for servicing and maintaining the 350 trailers, it did not have to maintain a laissez faire attitude toward specifications for the units. For example, the road specified that Kemlite glasbord lining panels be used. T/M Leasing complied. It also ordered green-tined lining material for some of the units, as the road requested.

In negotiating the lease contract, the North Western requested that recapped tires be used on all 350 trailers. The lessor had to scour almost the entire countryside to get that many recapped tires, but eventually succeeded. The North Western had good reasons for this specification.

Experience had taught the road a lesson. Since re-capped tires are cheaper, they help reduce the over-all cost of the lease. Furthermore, piggyback trailers of this type spend very little time rolling on rubber. So, the North Western reasoned, why pay premium prices for tires that aren't used much?

The third reason for choosing recaps, points out Van Arsdell, is their unique ability to discourage pilferage. Some cost-conscious rig operators, the road has discovered, apparently like to "trade" their worn-out tires for those deep-treaded tires spotted on new trailers parked in darkened dock areas. A re-cap—even a shiny, deep-treaded one—usually stays with the trailer throughout the lease period.

● **No performance, no payment.** Another plus-feature of leasing—especially full service leasing—is the contribution it makes to better equipment availability and utilization. Some leasing contracts state flatly that if any of the equipment becomes inoperative and stays inoperative for a designated time, the lessee ceases to pay for that particular piece of equipment until it is back working for him. This oldest and most effective incentive plan ever devised by man works miracles so far as maintenance goes. What leasing of this type really boils down to, adds Crumrine, is "you either perform, or you don't get paid."

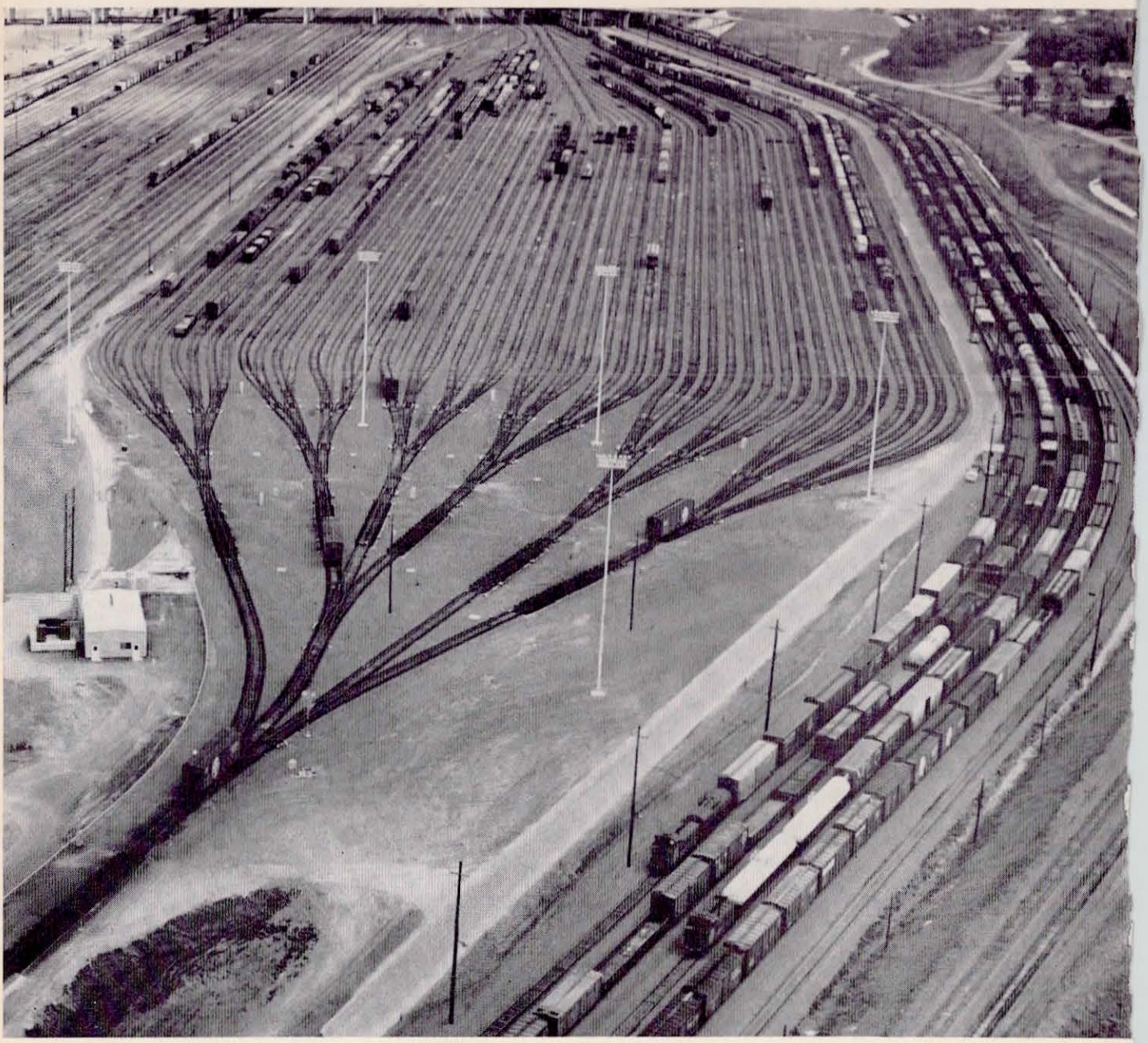
Inspired by this type of "no work, no pay" incentive program, leasing firms go to great lengths to keep their equipment in top-notch working condition. Trailers are given thorough periodic check-ups. For example, when T/M Leasing's service vehicle based at Chicago's Proviso Yards isn't giving trailers pre-trip or mid-trip inspections, it's busy performing more detailed periodic inspections of the equipment.

Some lessors like T/M Leasing have arrangements with associated Trailmobile branches to perform critical repairs on its trailers when they are not close to any T/M Leasing repair points. If there aren't any Trailmobile branches in the vicinity of a trailer break-down, the leasing firm usually contacts someone familiar with trailer repairs who can get a vehicle running again.

In the case of its full service lease with the North Western, T/M Leasing reached agreements with repair firms in or near some of the shipping centers to care for the reefer trailers if they became inoperative at these midwest terminals. The agreements were made long before all the trailers had been delivered. Likewise, arrangements were made in eastern areas for repairs in the event emergencies should arise, especially with a balky refrigeration unit on a trailer loaded with a meat cargo worth several thousands of dollars. ■

Now it's "Automated

On May 13 Santa Fe dedicated a new multimillion



Argentine has long been identified as Santa Fe's busy freight center at Kansas City. Now, it has new importance with the completion of a second giant classification yard to speed the operation of this busy terminal.

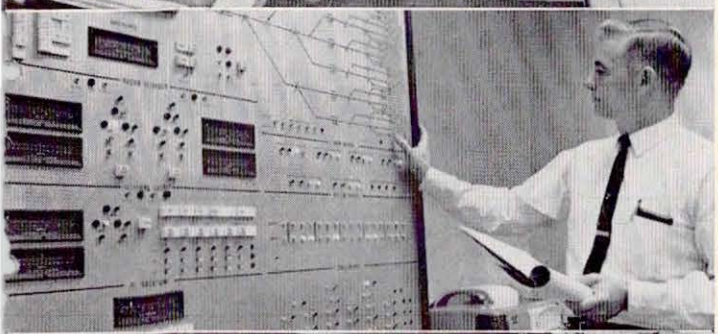
In our new yard we have teamed microwave communication, computers and video tubes with an array of space-age ideas to reduce the elapsed time for cars moving eastbound through Argentine by 50%. The original classification yard is now devoted to faster handling of westbound cars.

The yard has working tracks for 14,817 cars and, when measured by traffic flow, an average of 6,200 cars are handled daily, counting arrivals and departures. This volume reaches 8,000 cars during peak seasons. This busy yard with its automated efficiency and improved operations at the hub of Santa Fe lines will benefit all sections of our railroad, and the customers we serve throughout the nation.

"Automated Argentine" is a symbol of the progress

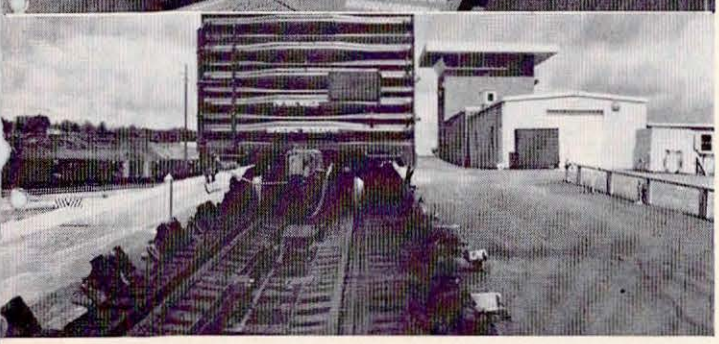
Argentine"
dollar classification yard at Kansas City.

Advance schedules of trains and cars bound for Argentine are relayed from Santa Fe's Topeka computer center to Kansas City computers. This data is processed and transmitted to computers in the yard control office for automatic handling of cars. A 100 car list can be transmitted in about 1¼ minutes.



The classification yard control center contains the electronic systems that automatically route cars to proper tracks, control speed of couplings, record and report the number of cars on all tracks, and otherwise govern the operations of the yard.

The yardmaster in the observation tower keeps a constant check on total operations. He has direct communication with all locomotive and ground crews and monitors the automated operations through video tube and a battery of teletype machines supplying car information.



Cars roll down hump at entrance to yard where electronic scales weigh each car while moving, computers determine rolling characteristics, adjusts retarders to control speed of car movement to reach proper distance on track. This computerized classification process is designed to eliminate damage to cargo and speed the makeup of trains.

of Santa Fe. It demonstrates how we are applying the techniques of automation with the skills of Santa Fe employees to keep pace with the space age development of our nation by providing modern transportation, like "Super C", the world's fastest freight train now running daily between Chicago and Los Angeles. And training enginemen with a locomotive simulator designed to match the training techniques for astronauts. For a new concept in freight service, we are planning a coaxial train.

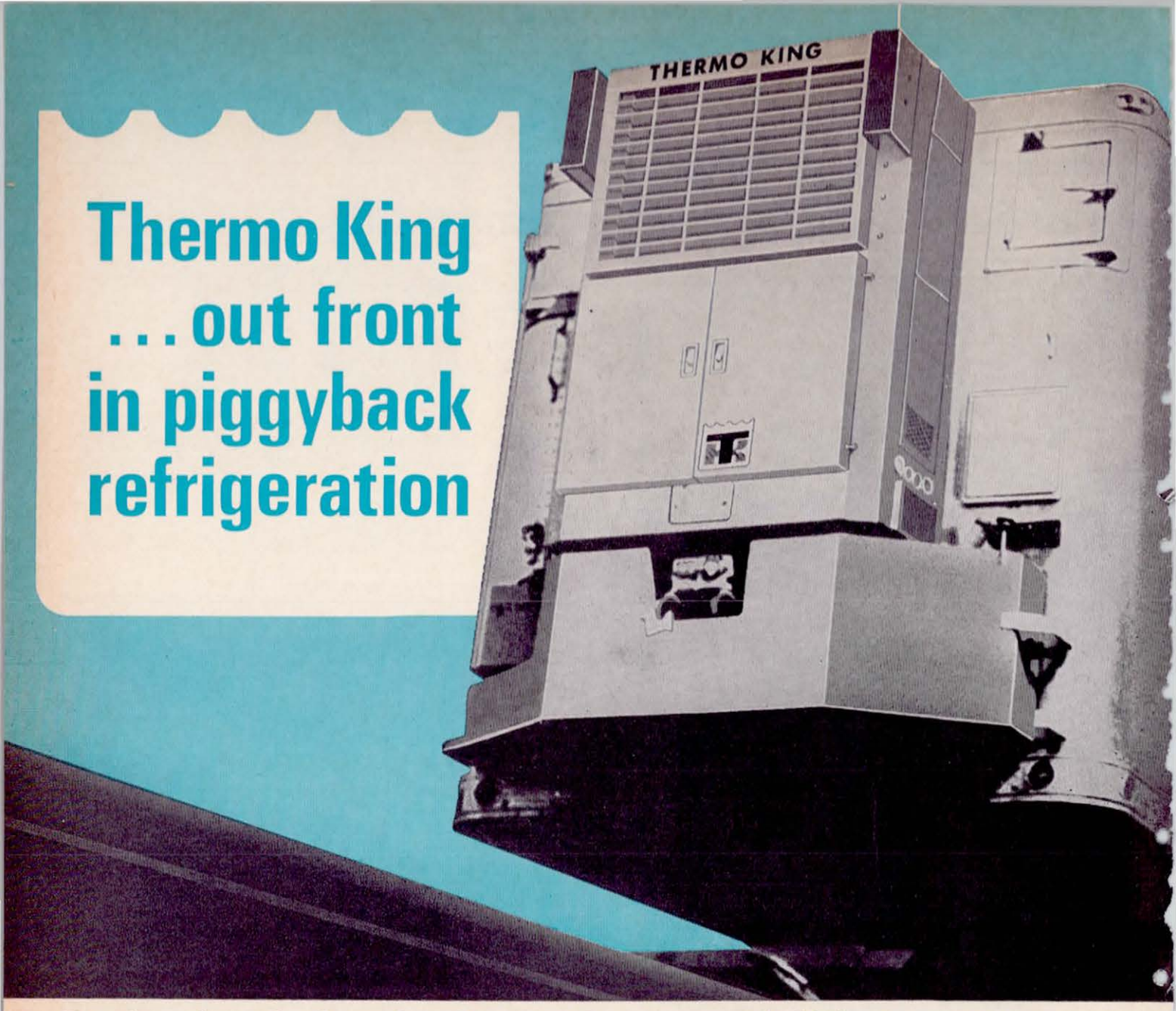
Santa Fe brings you tomorrow's transportation today for moving freight by rail, by highway, piggyback, container and pipeline.

Santa Fe

We helped build America. Now we keep it moving.

Circle 22 on coupon page 97

Thermo King ...out front in piggyback refrigeration

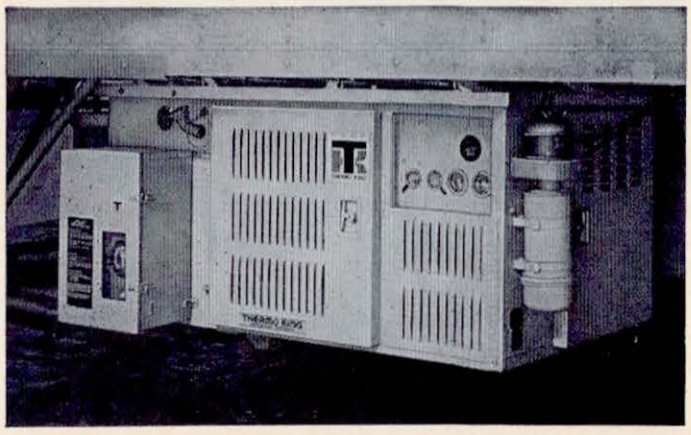


Professional piggybackers rely on special Thermo King frontmount or undermount units for perishable protection

Specially built to the rugged requirements of piggyback operations, these Thermo King refrigeration units keep perishable cargoes **at** constant temperatures, no matter how long the run or variable the ambients.

In these diesel-powered units, Thermo King has answered the industry need for absolute reliability with extra capacity components, engineering that provides an extra margin of safety, and maintenance features that save downtime and labor.

For information on why Thermo King units mean lowest cost per mile in refrigerated piggyback operations, write Thermo King Corp., Railroad Division, 314 W. 90th St., Minneapolis, Minn. 55420.

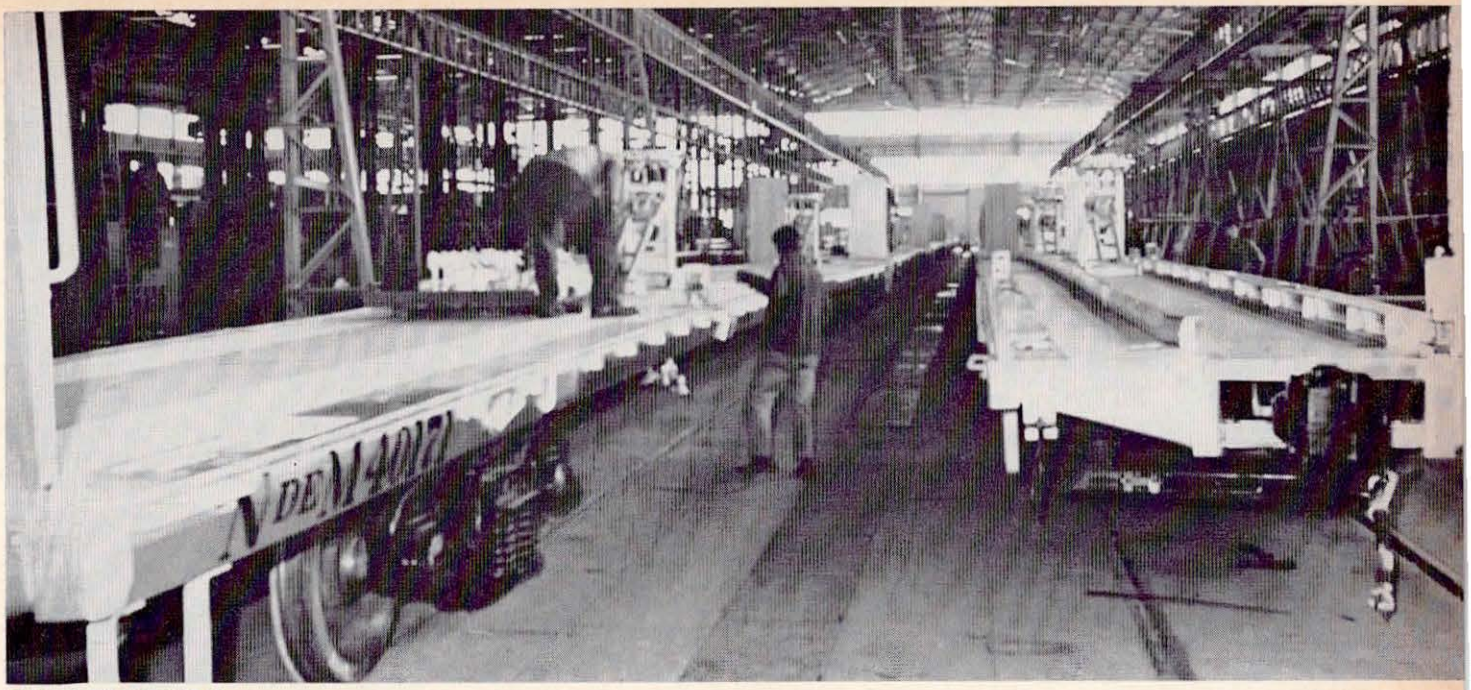


WORLD LEADER IN TRANSPORT REFRIGERATION

THERMO KING corporation

MINNEAPOLIS, MINNESOTA 55420

Circle 29 on coupon page 97



MADE IN MEXICO . . .
All-purpose, 89-ft flat cars for NdeM get finishing touches on outbound tracks of government-owned carbuilding plant.

Piggyback wins a foothold in Mexico

Until railroads came along to nurture and promote it in the mid-1950s, piggyback was a term most often associated with games kids play. Today, though, it is firmly established in the railroad lexicon. By making trailer/container - on - flat - car service more attractive to shippers, by steadily improving the equipment design, by cultivating new markets, railroads have been able to bring piggyback a long way in 15 years.

South of the border, in Mexico, piggyback service is just in its infancy. But it's growing at a tremendous rate, thanks in part to the advice and assistance of railroads and equipment suppliers here in the U.S. Two of Mexico's major roads—Nacional de Mexico and Ferrocarril del Pacifico—along with the government-owned carbuilder, Constructora Nacional de Carros de Ferrocarril, S.A., have been able to avoid the normal growing pains encountered here in getting piggyback established. Today, Mexico's piggyback service is a modern operation performing with modern equipment.

. . . WITH A U.S. ASSIST
U.S.-made components, such as this Pullman-Standard hitch, are commonplace on piggyback cars now being built in Mexico.

Constructora, whose plant is located in Ciudad Sahagun about 65 miles northeast of Mexico City, has already built 363 piggyback flat cars for the two Mexican roads. The most recent group built—178 89-foot all-purpose cars that look remarkably like U.S. units—came off the production line at the rate of 18 per week. Although the cars are the longest ever built by Constructora, they caused "no special production problems," according to Enrique Ollivier, assistant to the director of production. Constructora has been building all types of cars—box cars, flats, gondolas, hoppers—at Sahagun for the past 16 years. Ollivier attributed the plant's success with the 89-foot all-purpose cars to the skills and attitudes of the workmen, many of whom "have been trained in Constructora's own training classes."

One of the reasons the Constructora-built cars look so much like those in the U.S. is that a number of the specialty products on them are U.S.-built. For instance, both NdeM and Ferrocarril del Pacifico chose FreightMaster's Type F end-of-car cushioning units with 10-inch travel. Although yard impact speeds in Mexico have not yet approached those of U.S. railroads, it was felt, says Pedro Diaz Adame, NdeM's chief car inspector, that "end-of-car cushioning offered the most protection for both the car and its lading."

Some of the other familiar U.S. names that can be found on the most recently delivered cars are: WABCO, for the brake shoes and air brakes; Pullman-Standard, for the hitches; MacLean-Fogg, for the container pedestals; SKF and Timken, bearings; Barber-style trucks.

The Mexican roads are confident that trailer and container movements by rail will grow in their country as they have in the U.S. and Canada. And, looking forward to the day when movements across the U.S.-Mexican border will be as commonplace as Canadian-U.S. interchanges, both the railroads and Constructora are making certain that equipment meets AAR standards. ■

Shippers see it as it ought to be

Signode loading symposium stresses suitable methods.

BOXCAR TURNED CLASSROOM was used to show bulkhead, wall-anchored load.

AAR Loading Rules publications constitute "one of the finest of courses in packaging and loading," H. F. Koehn, manager of sales engineering, Signode Strapping Division, told a recent carloading seminar in New York City. He went on to stress the importance of education, adequate planning and proper materials in assuring successful packaging and carloading.

The first of two day-long sessions was scheduled in conjunction with the AAR's Eastern Claims Conference and was attended by nearly 100 railroad directors and supervisors of L&D prevention, research engineers, and freight-claim managers and agents. On the second day the same program was presented to an equally large group of industrial shippers—primarily plant managers and traffic and shipping supervisors.

Koehn and Len Tworek, Signode's chief field engineer, reviewed the proper methods for putting up the four principal types of strap-braced box-car loads. These are the free-floating and controlled-floating methods, used on dense and rigid products, and the wall-anchored and hold-fast cleat methods, used on low-density loads such as light, individual cartons.

● **Two essentials.** It was stressed that both good packaging and good loading practices are "musts" if shipments are to arrive in good condition. Good packaging, said Koehn, will be futile if the loads in cars and trailers are poorly installed and braced; on the other hand, good loading and bracing will be useless if the original packaging is poor.

Two box cars and a trailer, parked in a nearby Penn Central yard, served as "classrooms" for some sessions. Here the proper methods of installing retaining doors, panels and related Signode materials were demonstrated. Signode products are widely used to brace loads in such equipment, and also on flat cars.

● **Cooperation helpful.** Successful loading procedures are often the product of cooperation between railroads and their customers. Southern Pacific and International Paper, for instance, worked together—and with Signode—on improved loading methods for plywood, traffic on which SP damage payments were in the million-dollar range. For proper loading it was found essential to eliminate all free space longitudinally and laterally. This was achieved with rubber dunnage, a loading practice known as wedge bracing, and 75 cents worth of steel strapping, properly installed, in each car.

Closed-car loading rules do require bracing in the doorway areas of so-called solid loads, Koehn explained to shippers. He added that many are failing to do this, resulting in damage which will get increasing scrutiny from railroad inspection bureaus in view of the mandatory AAR requirements.

● **Bulkhead flat cars.** The growing popularity of the bulkhead car is calling for development of new loading techniques. With a broken or bent bulkhead, it is virtually impossible to produce a tight load on such a car. Inflatable dunnage has been found valuable in jacking lading such as gypsum board, hardboard and plywood on bulkhead cars to remove all looseness. Only then is it appropriate to do a strapping job which will function successfully.

Both shippers and railroaders were given a six-step procedure for analyzing damage sustained by freight in transit, a process equally applicable for rail cars, piggyback trailers and over-the-highway vehicles. Koehn emphasized that few such reports really tell why damage has occurred, instead describing only the effects. He challenged traffic and loading supervisors: "Do you know what the receivers of your products really think of you as a shipper?"

The first step is to know the applicable AAR loading regulations. The Rules for Open-Top Cars are mandatory. The general rules in AAR's closed-car regulations are mandatory. The loading pamphlets for closed cars are recommended but not mandatory.

AAR'S W. F. PADEN told symposium that 1969 L&D payout topped $200 million.

It is important to know what damage is. Even if none is evident, there may be interleaving or coring of products which makes it impossible to remove them from the car without damage. Lift-truck unloading may not be possible.

Photographs are valuable in analyzing lading damage and must be comprehensive and completely identified. It is also necessary to know the lading in terms of its weight, density, compressibility, and the appropriateness of the loading method used.

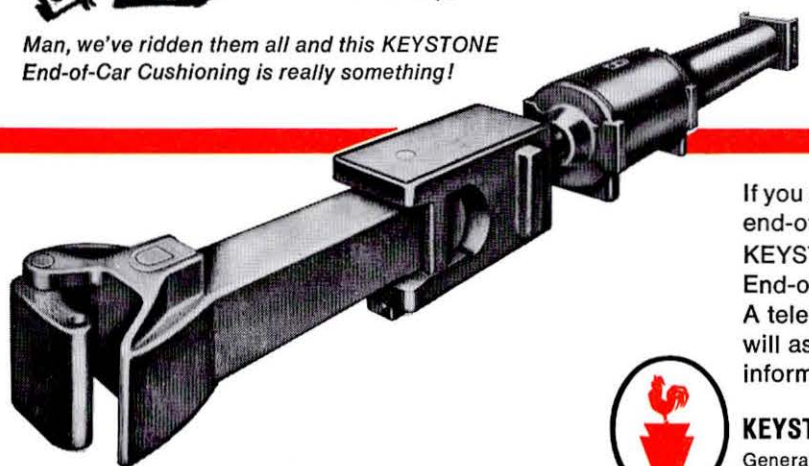
E. V. Paden of AAR's Freight Claim Division attended the first Seminar and estimated that the 1969 L&D total would be in excess of $200 million, continuing a steady upward trend despite all railroad and shipper efforts.

The New York Carloading Seminar, 21st in a series begun by Signode in 1968, was the first in an eastern city. Another is planned for Philadelphia with later meetings in Canada and in Chicago in October. ■

Talk about a sure thing and a real soft touch...

Man, we've ridden them all and this KEYSTONE End-of-Car Cushioning is really something!

You know I almost slept through my stop because I didn't feel 'em switching!



If you are considering reliable end-of-car cushioning, investigate KEYSTONE SHOCK CONTROL End-of-Car Cushioning Units. A telephone call to 312/427-7160 will assure you of getting complete information, prices and delivery.

KEYSTONE RAILWAY EQUIPMENT COMPANY

General Offices: 310 S. Michigan Avenue
Chicago, Illinois 60604

Manufacturing: Camp Hill, Pennsylvania 17011

NO
CHECKS
Cashed
SPECIAL
ATTENTION
TO
Delicate
THINGS

If shipping costs aren't important to you, you don't need us to help you find a plant site.

But transportation is a big chunk of your costs. And the way we see it, that's all the more reason to start your plant or warehouse location search with the Chesapeake and Ohio/Baltimore and Ohio Railroads.

Distribution, after all, is our business.

We stay in business by creating ways to move more of our customers' goods for less. We've done it for the industrial giants of the nation. And the not-so-giant.

We can do it for you.

We'll analyze your distribution patterns and then find the site that fits.

If the idea of site selection from a distribution point of view makes sense to you, we urge you to call Bill Ollerhead, our Industrial Development Vice-President. Call him collect at 301-237-3251.

He'll fly one of our location teams out to meet with you. Or he'll supply you with the latest information on every available acre in our territory (which takes in 12 states and the province of Ontario.)

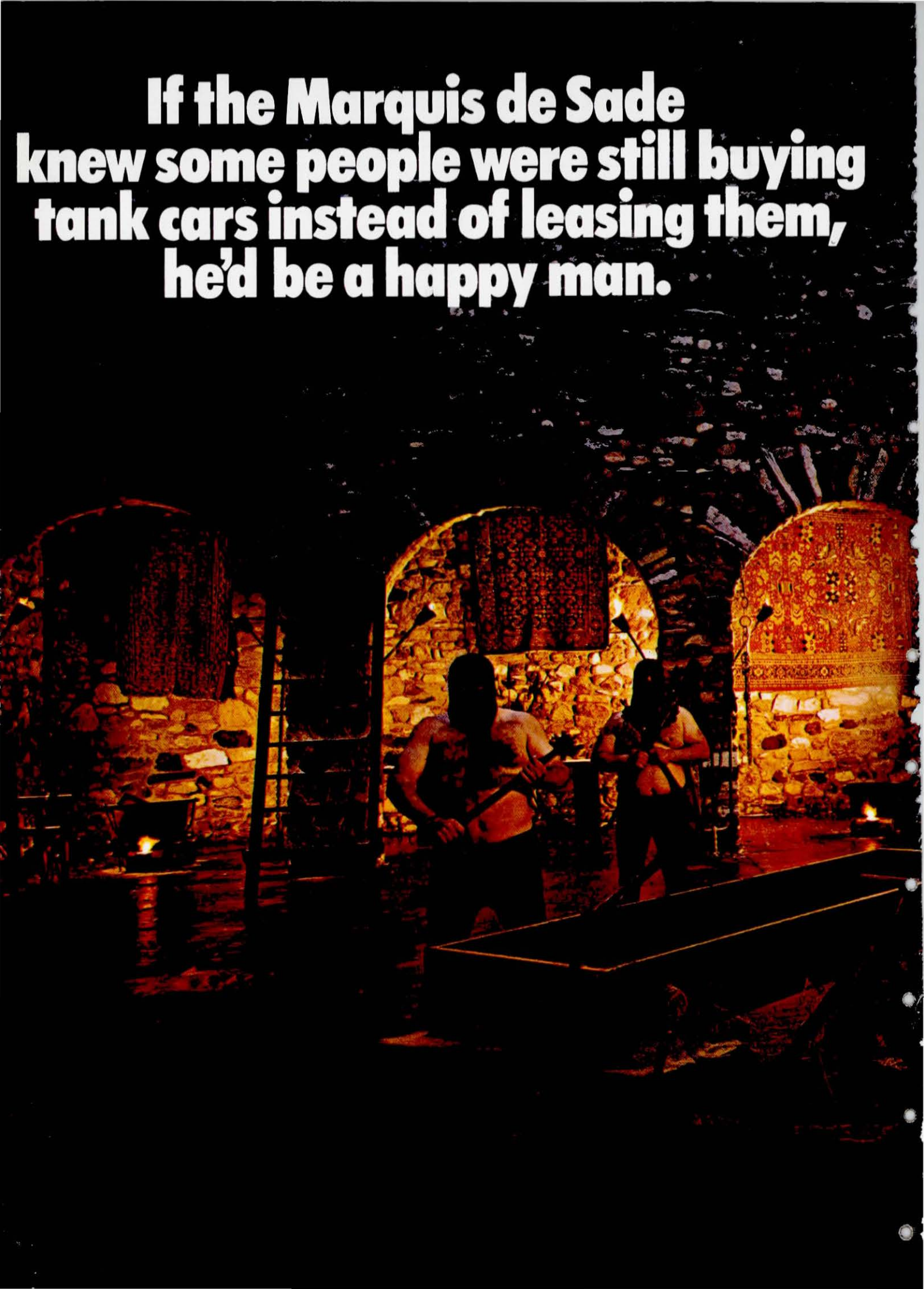
Interested in how a distribution-minded railroad can help you right now? Then send for our latest folder. Write: C. R. Zarfoss, Vice-President, Merchandise Freight Group, One Charles Center, Baltimore, Md. 21201.

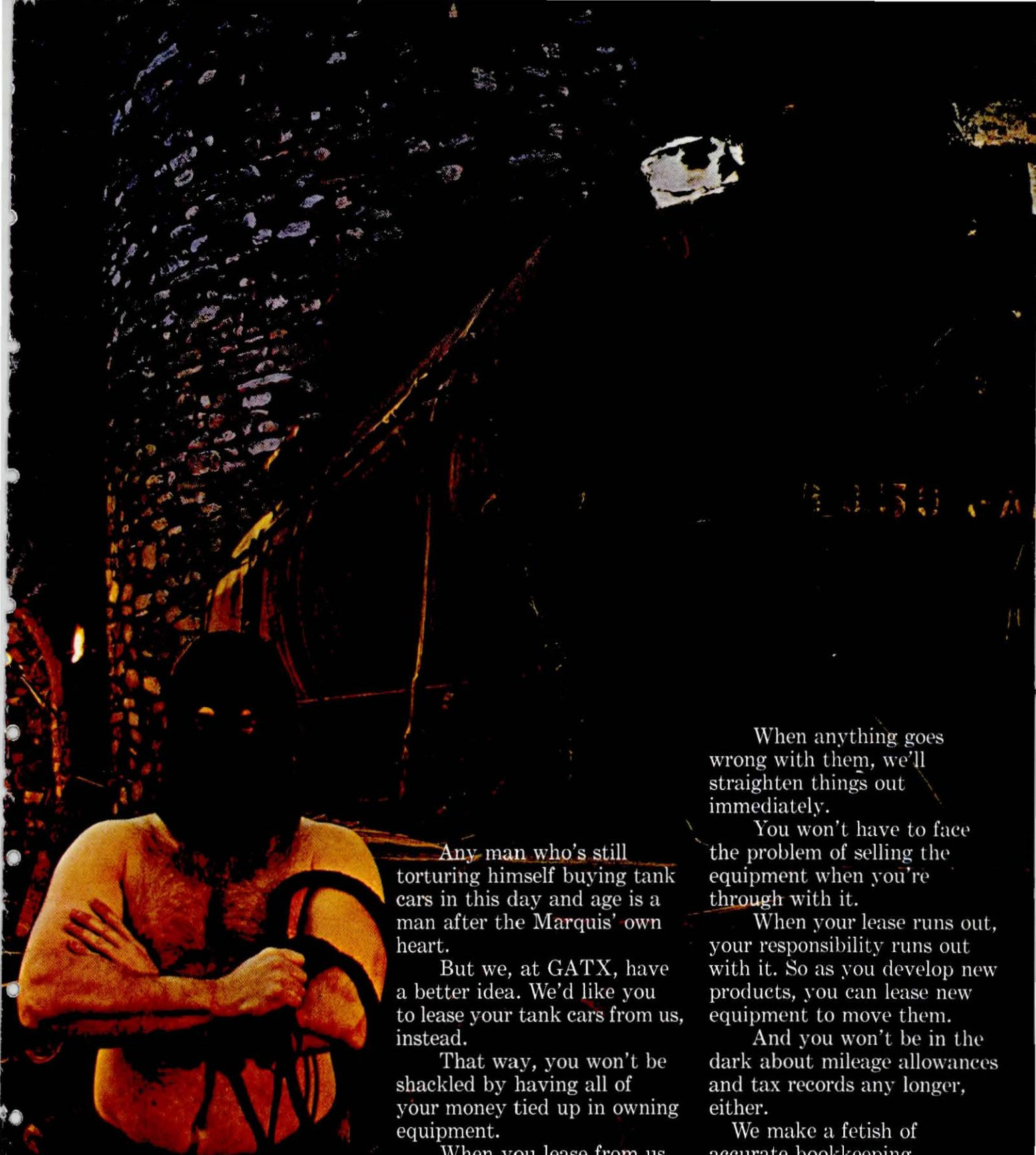
Start your site planning on the right track

THE C&O/B&O RAILROADS

Cleveland 44101 • Baltimore 21201

If the Marquis de Sade knew some people were still buying tank cars instead of leasing them, he'd be a happy man.





Any man who's still torturing himself buying tank cars in this day and age is a man after the Marquis' own heart.

But we, at GATX, have a better idea. We'd like you to lease your tank cars from us, instead.

That way, you won't be shackled by having all of your money tied up in owning equipment.

When you lease from us, your money's ready anytime a new business opportunity comes along.

You won't have to take on the expense of maintenance and repair bills when your cars need servicing.

When anything goes wrong with them, we'll straighten things out immediately.

You won't have to face the problem of selling the equipment when you're through with it.

When your lease runs out, your responsibility runs out with it. So as you develop new products, you can lease new equipment to move them.

And you won't be in the dark about mileage allowances and tax records any longer, either.

We make a fetish of accurate bookkeeping.

So if you're one of those wretched souls who are still buying tank cars instead of leasing them, call General American Transportation Corporation, fast.

Why prolong the agony?

GATX

GENERAL AMERICAN TRANSPORTATION CORPORATION, CHICAGO, ILLINOIS 60680.

GTON
EXPRESS
116000 RS
16500
60500MIL 270

TELETYPE

A few days ago, Nick's oranges were still on the tree

Oranges:
Picked.
Packed.
Trucked to track.
And piggybacked.
Humped into a consist
that made all of the right connections.

The railroad moved the precious cargo to market so fast that Nick could offer his customers the pick of the crop.

Teletype® equipment provided the railroad with computer print-out data received from scanners that "read" freight cars as they roll. Data such as car origin, identity, time of arrival, number of humpings, departing time, and destination enable the railroad to obtain maximum equipment utilization and improve service.

THE NEED TO KNOW involves Teletype in some of the most complex aspects of railroading. Teletype equipment moves data in and out of the computer to help keep track of rolling stock, schedule maintenance, process payroll data, and figure freight rates. It makes computer dialog easier. Faster. Helps put you on-line with greater reliability and economy.

If you're looking for data communication ideas, equipment and understanding, talk to Teletype. You'll find no better source.

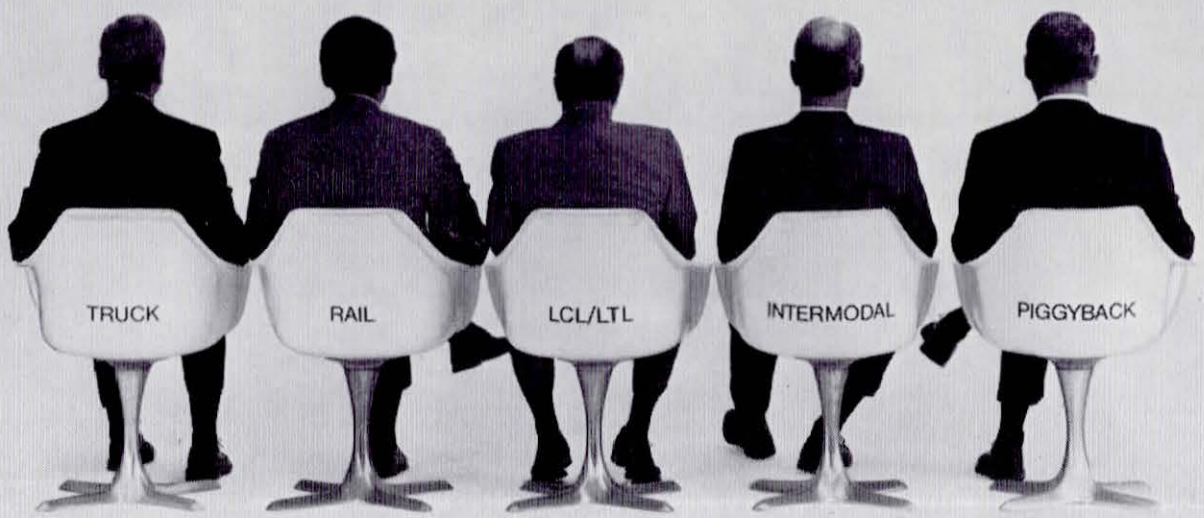
Teletype Inktronic® receive only terminal

TELETYPE CORPORATION/*machines that make data move*

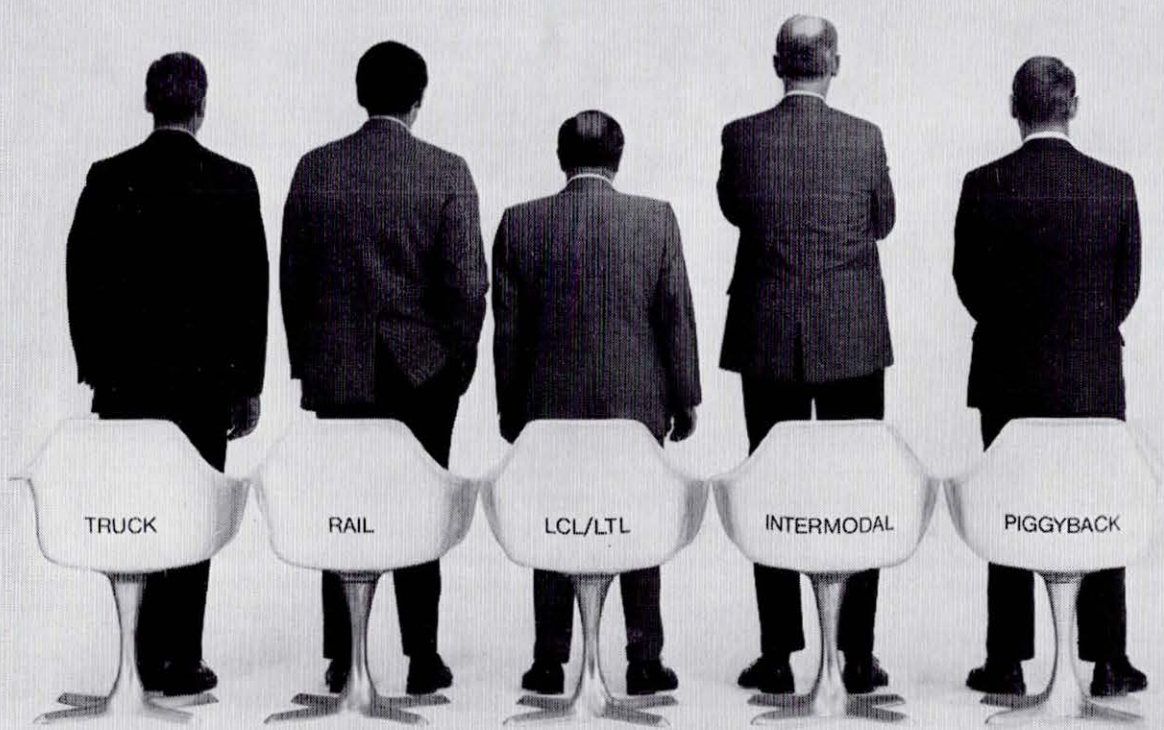
Teletype data communications equipment is available in send-receive capabilities of up to 2400 words per minute. Included are hard-copy, magnetic tape, paper tape terminals, error control devices, accessories and options to fit most data communication systems needs. For information, write: Dept. 82-8, 5555 Touhy Avenue, Skokie, Ill. 60076.

Teletype is a trademark registered in the U.S. Pat. Office

will the real missouri pacific



please stand up?



When we started in business it was truly the "age of specialization." Drugstores dispensed only medicines (plus jelly beans and ice cream sodas, of course!). Hardware stores stuck to their hardware. Grocery stores were where you went to buy food, period. And our thing was railroading.

Then along the way, the whole economic establishment came down with a violent case of progress. With the result that today, rare is the drugstore that sells only drugs; the hardware store that hasn't gone "soft," or the food market where you can't buy a pair of pliers, in a pinch.

That's the way it is . . . the way it should be. More services, more ways to accommodate customers. And if you think we're any different, you've another think coming. So don't come to MoPac expecting the only thing we have to offer is fast, efficient rail service.

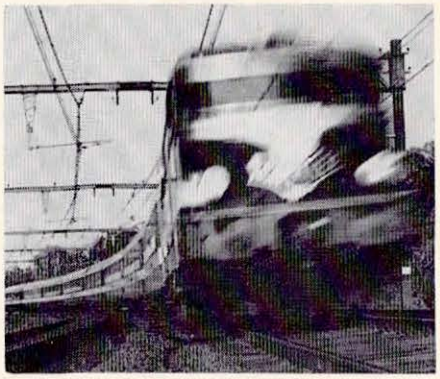
You'll find more than you bargained for.

mo-pac

missouri pacific texas & pacific

JOHN LEVETT'S

WORLD REPORT:



Europe accents high speed

Europe's major railways are gripped by high-speed fever. French National Railways are talking of a high-speed line from Paris to Lyons where speeds will average 125 mph. British engineers are planning speeds of 125 mph on BR's already-fast line from London to Manchester. And in Germany 125 mph is regularly hit on the Munich-Augsburg route and more fast lines are planned.

Right up front now is Italy, working hard on a Tokaido-type line from Naples to Milan. Cut-offs and realignments will straighten the existing line and slash total length.

The new line should be ready for high-speed operation in 1974. Then, says Mario Maroni, Italian State Railways (FS) director of way and works, top speed will be 250 km/h (156 mph). The journey from Rome to Florence will be cut from three hours to 90 minutes— comparable to the world's present fastest timing, Nagoya to Kyoto on Japan's New Tokaido Line.

Using 120-lb rail, the first section will be laid on wood ties. FS is one of the few European systems reluctant to race ahead with concrete ties. Says Maroni: "We have the greatest confidence in wood ties for high-speed operation."

But shortage of timber is forcing FS to look seriously at concrete. A new tie with steel fastenings cast into the sleeper is being tested on the Milan-Genoa line; it looks as though these will be laid along most of the Rome-Milan high-speed track.

Airlines feel the pinch as rail service improves

Beating the airlines is a game now being played hard by Europe's railways on the main intercity routes. After years of tough airline competition, passengers are moving back to the railways.

Businessmen in Britain can get from the center of London to the center of Manchester in 2 hrs 40 mins by rail —and there are eight trains a day each way. By air, accepting the airline's own estimate of the time taken from the city terminals to the airports, the journey takes 3 hrs. And BR's first-class day-return fare is $25 cheaper than the return air ticket. Similar situations exist on the Continent.

No wonder airlines are worried. The Institute of Air Transport (Paris) commented recently: "Rail transport in Europe seems to be moving towards a new balance by creating markets or holding its position in fields where its main competitors—the automobile and the airplane—are suffering from their success.

"Because of traffic congestion and airport saturation at certain periods, time is wasted by passengers.

"Problems of competition appear to require some re-thinking at this stage in terms of total passenger travelling time and the over-all cost to the user of transport from one city to another."

Big advantage for the railways is the relatively short distances between major European cities. More than half the 450 longest European routes are of less than 500 miles.

Flight of skilled labor cripples Zambia rails

Zambia Railways are in deep trouble. Since the system was lopped off from Rhodesian Railways in July 1967 operating conditions have deteriorated alarmingly. No one tries to hide the problem. Now President Kaunda has made a blistering attack on "irresponsible" railway staff.

Speaking at a rail seminar in Lusaka, Zambia's capital, Kaunda said: "We must aim at making a profit from railway operations. But we can never do it if we have to buy new locomotives every year to replace those that are wrecked."

Difficulties now facing the system stem from the outflow of almost all skilled operating staff to Rhodesia when the line was cut at the Zambian border. They have never been replaced, thought some senior officers have been brought in from other parts of Africa.

Morale has zoomed downwards. And the biggest problem now is liquor —cause of many of the derailments and collisions mentioned by Kaunda. Some enginemen carry liquor in their cabs, others arrive drunk for duty. Thousands of breathalyzers have been bought by Zambia Railways to help stop the problem.

Kaunda gave his own prescription for recovery of the system:

—Greater personal contact between all members of the staff, from the general manager down;

—Better discipline to create an individual sense of responsibility;

—Scrapping of the old rule book and introduction of new easy-to-read, easy-to-carry manuals.

It's unlikely that ZR's problems will vanish overnight. But if Kaunda follows his tongue-lashing with firm administrative action, there is hope for improvement.

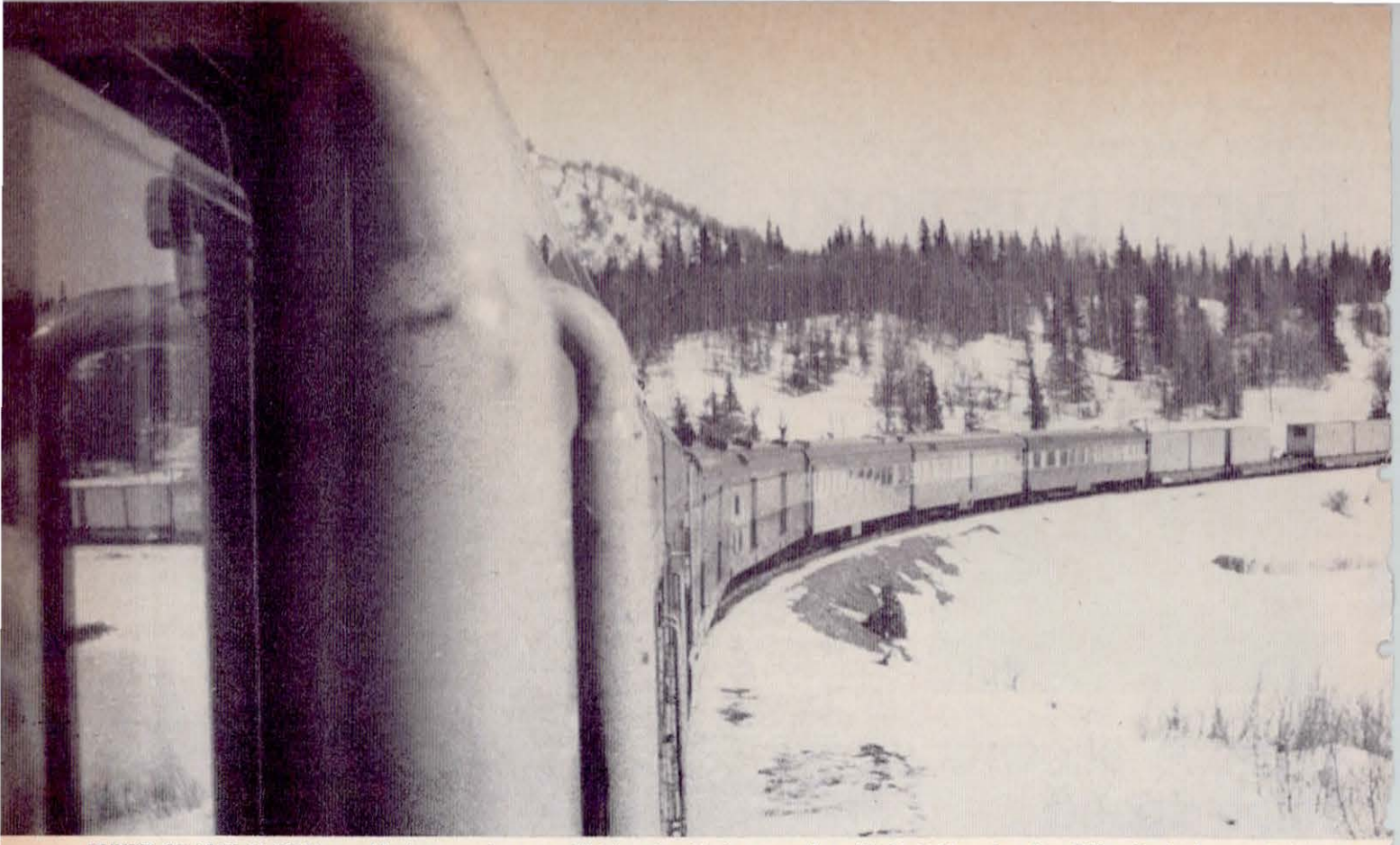
World Bank ties strings to East African loans

The World Bank is still lending heavily for railway modernization in Africa. But the conditions are getting tougher, as East African Railways has just discovered.

Strings attached to a $42-million loan to EAR may have the effect of turning the system—which controls railways in Uganda, Kenya and Tanzania—into a fully commercial operation.

World Bank officers are insisting that EAR should not be protected from highway competition—and that tariffs should be recast to make railways fully competitive. And the system must ensure that by 1976 revenues should be sufficient to cover all expenditure—and give a 6% return on net fixed assets.

The loan will be used to buy new freight cars and diesel locomotives, and to update fixed equipment.



BUYER OF THE ALASKA would also acquire a profitable mixed-train operation. "AuRoRa" makes the 360-mile Anchorage-Fairbanks

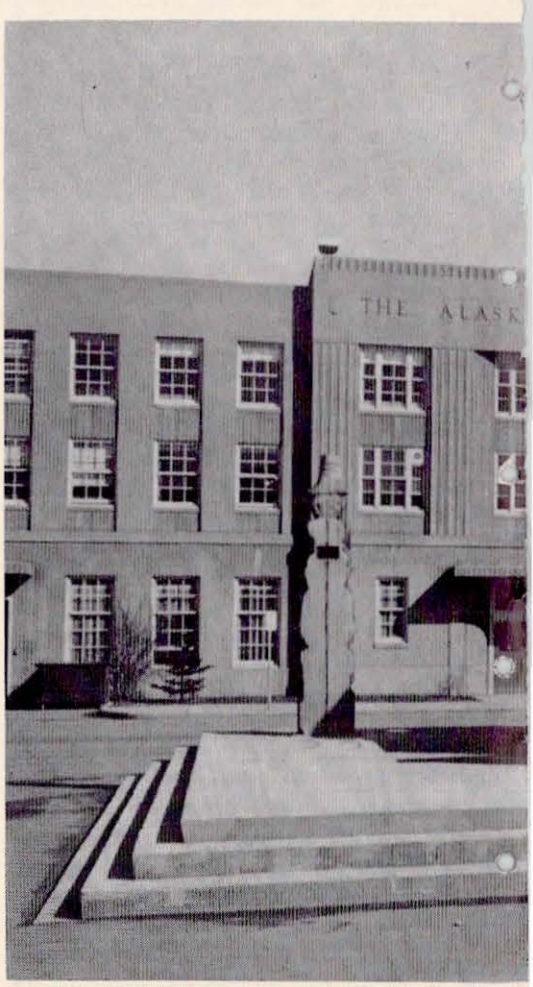
Railroad for sale?

Back in January a proposal to sell the Alaska Railroad was included in President Nixon's budget for fiscal 1971. The 521.6-mile ARR is the only federally owned common carrier railroad. Its book value is $128 million, exclusive of real estate; $100 million was reported to have been considered the price tag by the Department of Transportation.

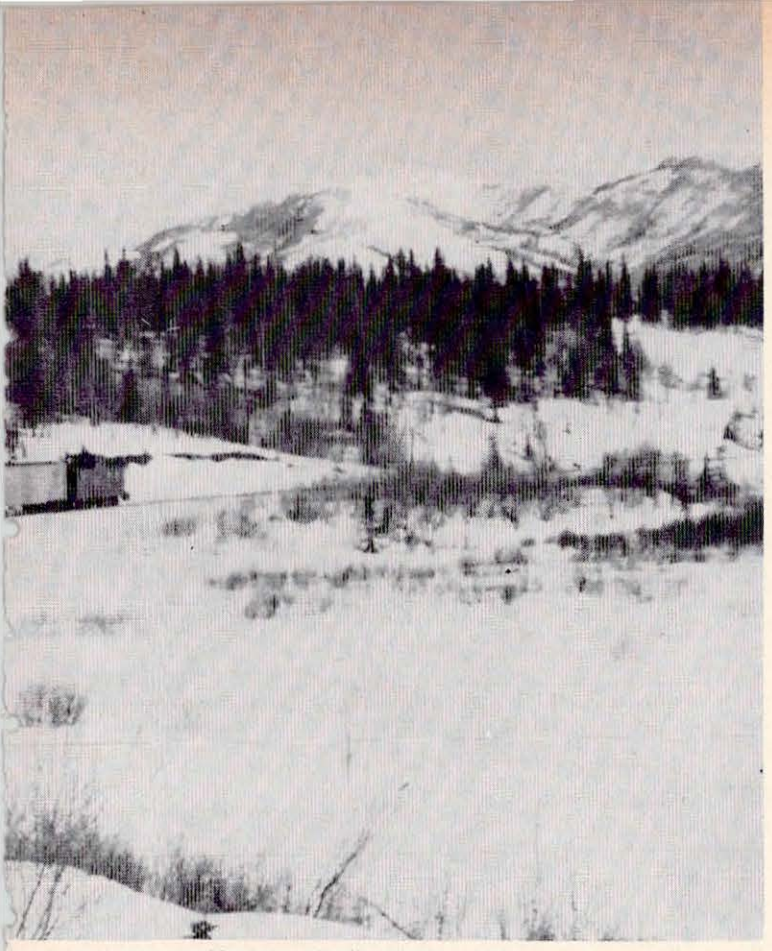
There has been no flurry of buyers. Nor does DOT, to whom custody of ARR was handed from Interior shortly after DOT's creation, appear to be out actively seeking buyers.

The indication of willingness to sell the railroad, however, plus the excitement over major oil findings in Alaska's North Slope, has generated a lot of interest in the 49th state's biggest railroad (the only other is the narrow-gauge White Pass & Yukon). In Anchorage recently, Railway Age Publisher Robert

G. Lewis talked with ARR General Manager J. E. Manley (above) about the railroad's present operations—and its probable future.

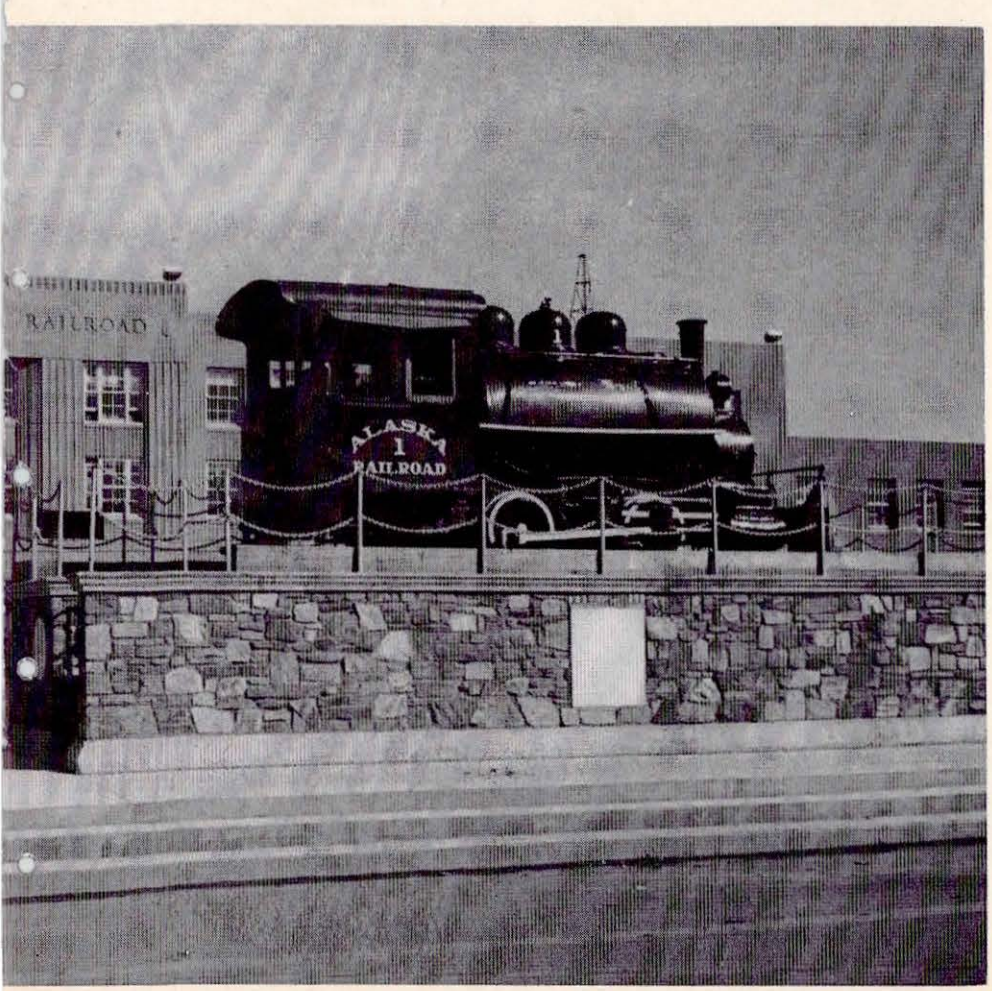


HEADQUARTERED IN ANCHORAGE, federally-



trek twice weekly in each direction.

"AuRoRa" means Arctic light—and it is just that for hundreds of interior settlers for whom the ARR provides the chief means of access to the outside world. Train stops at small stations (left), also makes flag stops (below) Entire run takes 12 hours.



owned ARR receives no subsidies, actually shows a small operating profit.

Q. Mr. Manley, would the Alaska Railroad fall in the Class I category if it were privately owned?

A. Oh yes. Total operating revenues exceeded $13 million in the first 9 months of the fiscal year ending June 1970, up, incidentally, nearly $2 million over the prior year.

Q. Does ARR report to the ICC?

A. Only in regard to rates. We do publish tariffs and file changes with the Commission.

Q. How about labor unions?

A. Our men are represented by the standard railway labor organizations. They are also civil service employees. Because of the high cost of living here, white collar workers receive 35% over like jobs on the Burlington Northern. Shopcraft rules are tied to coordinated federal wage board rates, which have a cost of living differential for workers here.

Q. Most government railroad operations, everywhere in the world, are bad news ledgerwise. How does ARR fare financially, and are you subsidized?

A. Well, we have not been to Congress for an appropriation for operation or maintenance since 1939. We have not

INCOME VS OUTGO

	Year ending March 31 1970	1969
Revenues		
Freight	$12,082,543	$10,046,134
Passenger, Mail & Express	537,551	505,191
All Other	1,550,480	1,642,755
Total	14,170,574	12,194,080
Expenses		
Engineering	3,054,668	2,669,773
Motive Power & Equipmen	3,915,692	3,514,465
Transportation	4,673,716	4,282,175
All Other	2,064,177	1,837,572
Total	13,708,253	12,303,985
Net Income (or Loss)	462,321	(109,904)

Alaska Railroad's most recent 12-month report form shows marked improvement over the prior period.

EQUIPMENT ROSTER

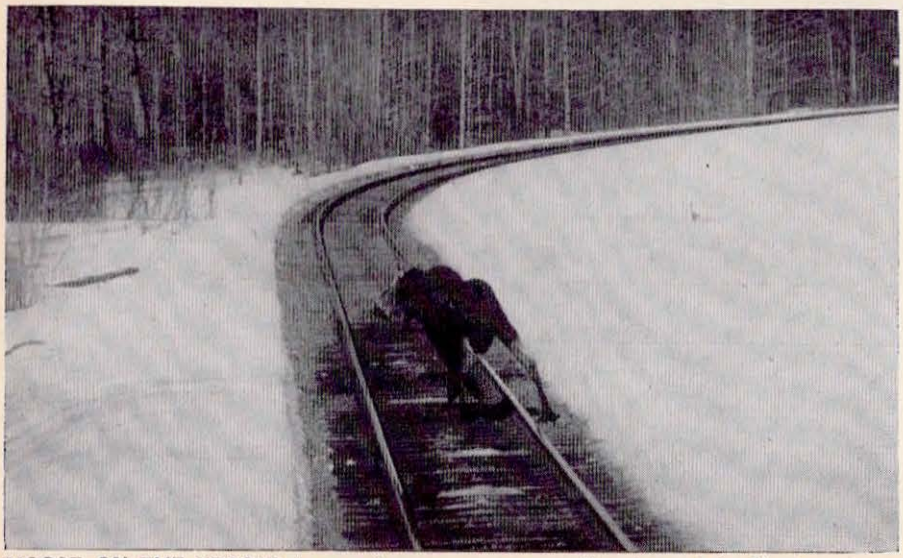
Locomotives (diesel electric)	42
Freight Cars	1,908
Passengers Cars	66
Containers	441
Work Equipment	
Cranes, Plows, etc.	19
Cars	248

The Alaska's equipment meets AAR standards; freight cars may be interchanged through train ferry and car float connections.

requested an appropriation for capital improvements since 1956, with the exception of 1964 when we had the big earthquake. Operating revenues manage to stay ahead of expenses most of the time. In March 1970 we had a net income just shy of $300,000 and for the first ten months of fiscal 1970 our net income was $683,000 after depreciation charges of $2,065,000. We receive no direct subsidy, but of course we pay no taxes, except excise taxes on purchases such as motor vehicles, and on phone calls, and we pay no interest on investment.

Q. Are your passenger operations a handicap?

A. We run only four trains a week in the winter, two in each direction. We run daily in the summer months and our trains average better than 300 passengers. Operation of these trains as mixed trains eliminates the need for two local freights. Our track is not maintained excessively to meet passenger train needs; we limit trains to 49 mph, which is our maximum freight-train speed. I suspect it would be difficult to prove that the passenger operation loses money if the mixed train concept was taken into consideration. Our coaches and buffet cars are converted World War II hospital cars. We would like to replace them, and are negotiating to obtain the Western Pacific's share of California Zephyr coaches—13 of them, including 10 vista dome cars, and perhaps two diners. We feel this equipment would increase summer tourist travel significantly. It has been growing gradually year by year.



MOOSE ON THE TRACKS is a not uncommon operating hazard in Alaska.

Q. I see many containers on the ARR. Has containerization helped?

A. Well, we were way ahead in that field at one time. With our train ship and car float operations at Whittier we are able to handle containers and also through cars from the lower 48. Because of mechanization, some rates from Seattle are actually 40 to 50% below the 1958 level. We move through cars of frozen commodities from Florida or from Kansas to Fairbanks, for example, without ever breaking the seal.

Q. What do the North Slope oil fields and the proposed Trans-Alaska Pipe Line mean to your railroad?

A. Every new well produces about 2,000 tons of steel and other well drilling supplies plus subsistence items. This material goes to Fairbanks by rail and is trucked over the winter road or flown in by aircraft. We have already moved some 48-inch pipe and it is stored at Fairbanks. A lot more will move if the pipe line goes through.

Q. What about extension of the railroad?

A. Whether public or private the line will some day be extended to the North Slope, some 530 miles, and for that matter, finally west to the south slope of the Brooks Range—an additional 145 miles. The Brooks Range is probably the biggest remaining storehouse of hard rock minerals—copper, asbestos, etc.—in the United States. To move it to the markets, you have to get ton-mile costs down not to exceed 3¢ and that's going to mean a railroad. Both Canadian National and Pacific Great Eastern are looking toward an Alaskan link. There are "too many goodies" between British Columbia and the Dawson area. It is not a case of "if," but "when."

Q. What does it cost to generate a ton-mile on the Alaska Railroad?

A. For 1969 it cost us 6.48¢ including LCL traffic, a figure that would plummet if tonnage were to increase substantially. Our average length of haul increased to 170 miles last year, up from 138 only a year ago, due mostly to North Slope traffic moving to Fairbanks. ■

riding the rails...

UNION PACIFIC RAILROAD

ONE STANDS OUT

Count the Utility trailers as the piggyback cars roll by. You're looking at the most advanced rigs on rail or road... designed especially for TOFC by pioneers in piggyback trailers. These rugged vans have extra-deep side and front rails, wrap-around nose shielding of heavy-gauge aluminum inside and out. They're built to protect your cargo and to give you maximum payload capacity in the bargain.

For COFC, Utility manufactures the most advanced containers—lightweight, yet rigidly reinforced, designed for positive stacking and nesting—in standard 20 to 40 foot lengths. They're fully mobile on Utility's specialized container chassis.

UTILITY

Whether your cargo rides the rails, the high seas, or goes all the way on the highway—call the folks at Utility for the best in vans, containers, and trailers. Utility Trailer Mfg. Co., 17300 Chestnut Ave., Industry, Calif. 91747 · (213) 965-1541

DISTRIBUTOR SALES AND SERVICE CENTERS: BOISE, CHICAGO, DALLAS, DENVER, EL PASO, FRESNO, HAWAII, LOS ANGELES, MODESTO, PHOENIX, PORTLAND, SACRAMENTO, SALT LAKE CITY, SAN ANTONIO, SAN DIEGO, SAN FRANCISCO, SAN JOSE, SAN LEANDRO AND SEATTLE.

FRISCO'S MICS is working well—and nobody's happier than Vice President-Management Services P. E. Odom (right) and B. C. Allen, assistant vice president.

Frisco's managers master their machines

Improvements have eliminated the "paperwork factory" aspects of Frisco's Management Information Control System. Result: A good MICS has become a better one.

Frisco is putting the "C" into MICS—the "Controls" into its Management Information Control System.

New MICS went online April 1—and with it came several significant changes in the way Frisco management runs the railroad:

—System design emphasizes the real-time and control aspects of data-handling. Frisco's former MICS, in operation since 1965, was essentially a "permissive" system. New MICS provides the base for exercising far more effective control of operations.

—System designers have done their best to eliminate the "paperwork factory" which many an information system turns into. Frisco has discontinued many of the "automatic" reports which used to be cranked out. Insofar as possible, output from the new MICS has been placed on an inquiry basis. And a variety of master files, set up in the computer, provides inquiry capabilities undreamed-of in the old system.

—Again insofar as possible, Frisco is trying to remove time-consuming detail tasks from the field, to permit personnel to better perform and manage in their areas of responsibility. A good start has been made, and field forces will be further relieved of detail responsibilities in system refinements which will be made later this year and in 1971.

—Operating officers, including the road's performance evaluation and quality control people, are in a much improved position to (1) know what is actually happening when it happens, (2) spot trouble before it develops and (3) take the appropriate action.

● **A good start with MICS.** In its original form, MICS provided a good data base for a number of functions, including quality control, car accounting and various traffic operations. But the 1965-MICS also had its drawbacks. It lacked good information on TOFC/COFC shipments. Arrival data were sometimes incomplete and/or inaccurate. The train-numbering system was inconsistent. There were problems involved in the correction of data errors. Two records had to be tied together to get required information about a single revenue load. And there was little automatic policing of sequential reporting.

New data studies began in 1967. Management approved a comprehensive system revision in May 1968. And Frisco's Management Services Department, consulting with line departments, then began the design work which led to the April 1 new-MICS cut-over.

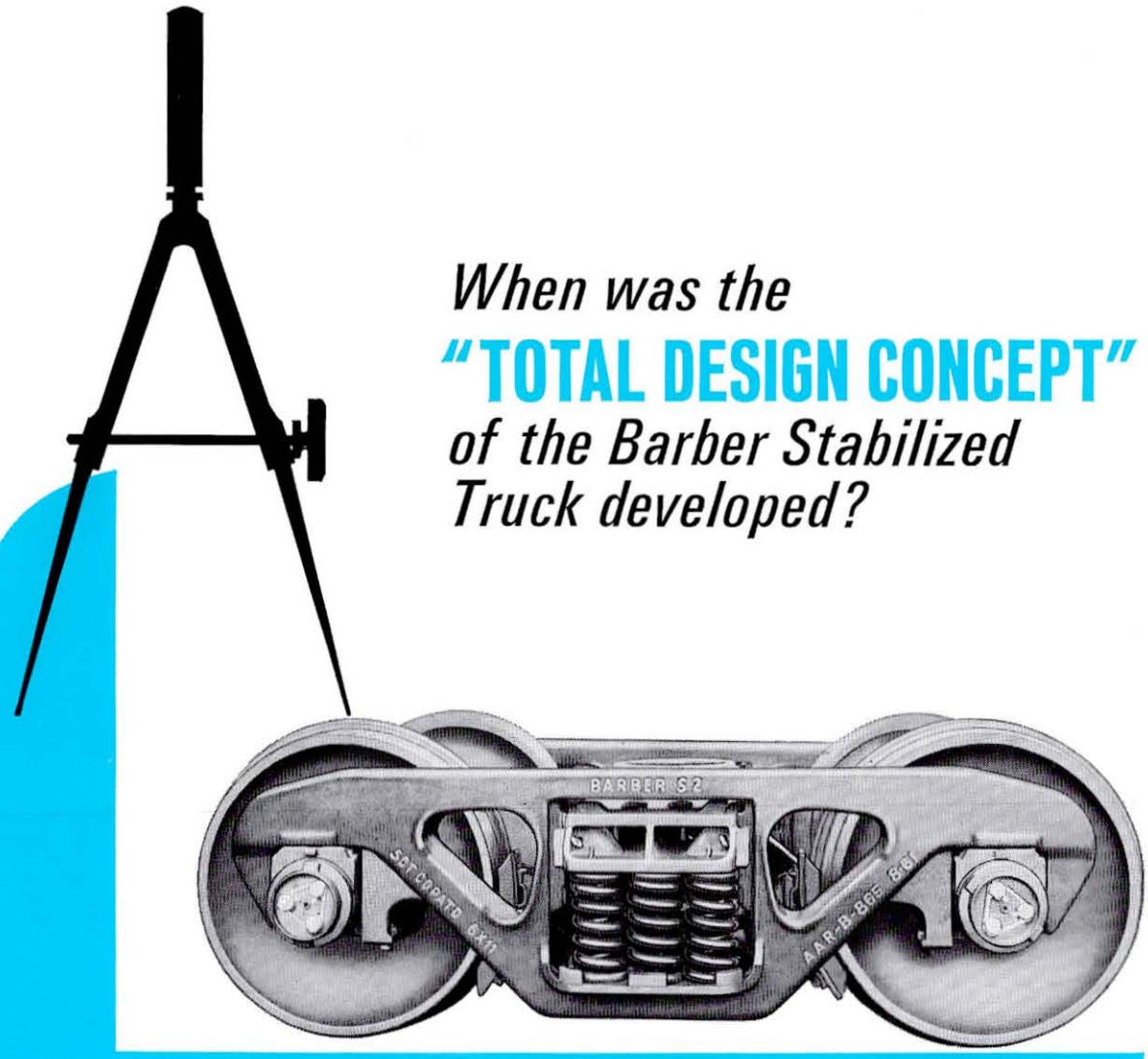
In their planning, Frisco people did a certain amount of borrowing from other systems, among them Southern Pacific's TOPS. But one Frisco goal stood out. As Vice President-Management Services P. E. Odom puts it, "We long ago determined that Frisco's computer system would do what Frisco wanted it to do—that we would not go with general systems produced by a manufacturer or a software house." B. C. Allen, assistant vice president, seconds the motion: "You can get into all sorts of problems, trying to modify standard software packages. We gave our people free rein to do a comprehensive system design."

● **Cut-over and run.** Because of the scope and complexity of the new MICS, Frisco had to make a more-or-less blind cut-over. Tests had been run, some for as much as six days. But management-services people were not able to set up parallel systems during the debugging period, as they had done in '65. At cut-over time, new-MICS was on its own.

Phil Odom, Bill Allen and a lot of other Frisco people went short on sleep for the following week or so—checking, adjusting, monitoring, patching. But at the end of the first week Allen rubbed his eyes and offered this observation: "A lot of people on other roads said we'd never make it. But we've made it for seven days—and we're gaining ground every day."

In several key areas, new MICS—built around an IBM 360/50—goes far beyond the capabilities of the former system. New procedures have been installed for handling consist data, for train reporting and for guaranteeing continuity of reporting.

When yard forces prepare an out-



When was the
"TOTAL DESIGN CONCEPT"
of the Barber Stabilized Truck developed?

...EVERY DAY!

The first Barber Stabilized Truck was designed in 1932. Since that time it has undergone continual improvement. Its superiority has been proven through years of use... to give greater lading protection, longer service life, lower maintenance. And less first cost too! An excellent design in 1932, even better today... and tomorrow.

"Talk to the Man from Barber"

BARBER
STANDARD
CAR TRUCK COMPANY
CHICAGO • PHILADELPHIA • MONTREAL

To meet your growing needs we pioneered in inner space.

Boosting our capacity to serve you.

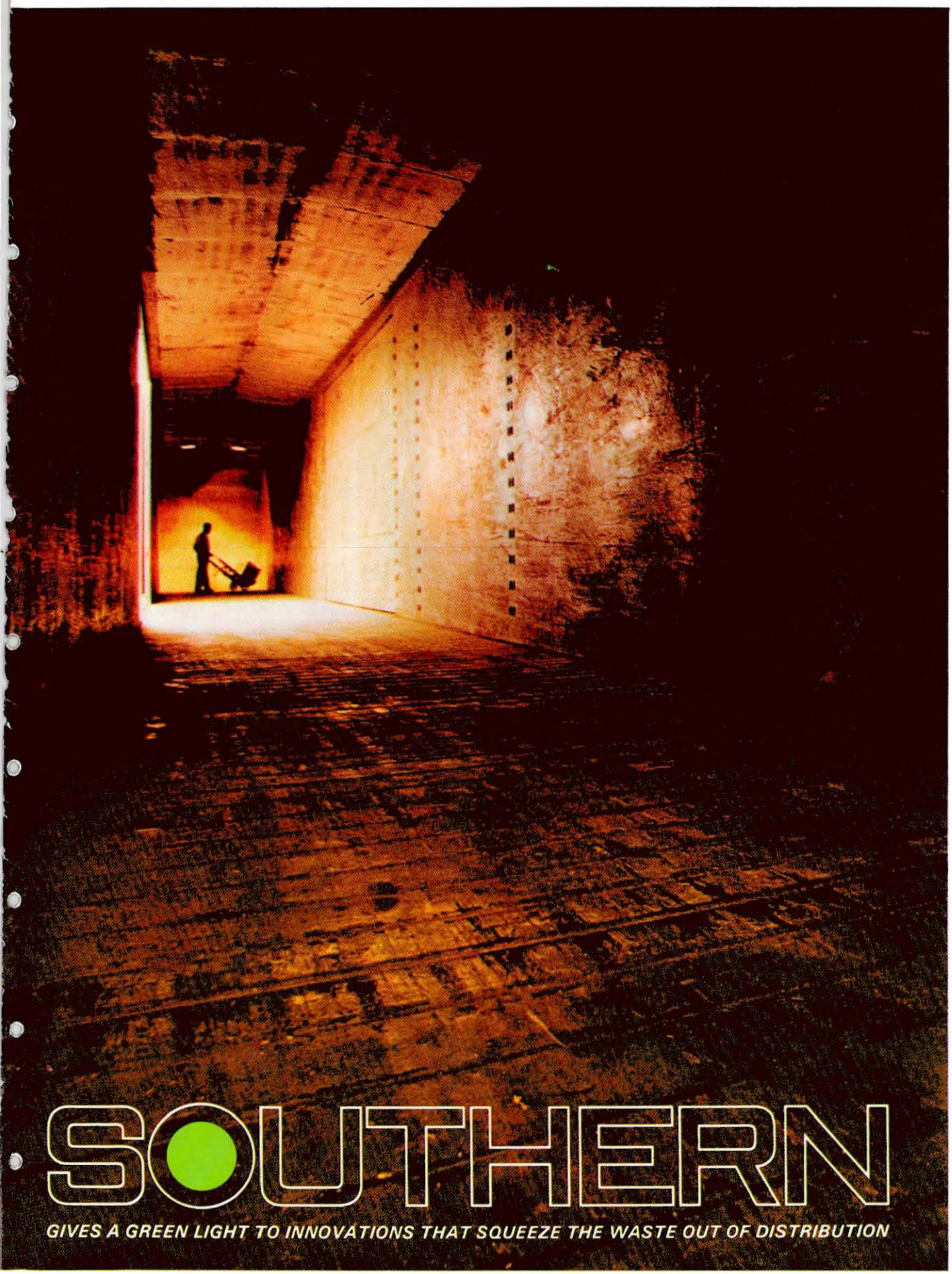
This car is 25 feet longer than a bowling alley. More than twice as long as a standard boxcar. Big enough to move 80 acres of tobacco in hogsheads. We designed it for a special need, and for the economy that comes from bigger loads.

We also pioneered with a 110-ton capacity car for grain. A 100-ton coal car. 60-foot boxcars. And others–all extra large to meet special needs, hold down your costs.

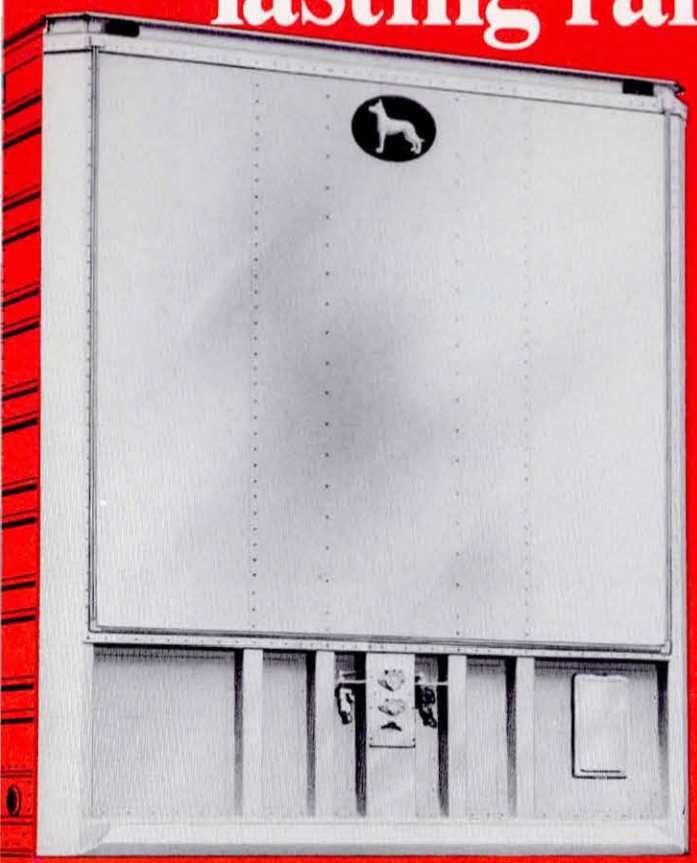
Interesting thing–the bigger the cars, the tighter the squeeze on waste in distribution. Southern Railway System, Washington, D.C.

SOUTHERN RAILWAY SR SERVES THE SOUTH

LOOK AHEAD LOOK SOUTH


SOUTHERN
GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT OF DISTRIBUTION

Great Dane piggybacks are built tough for lasting railroad service



An extra strong and rigid rear end protects lights, doors, hinges and all door hardware. Massive bottom corner castings at the rear corners take dock shock and distribute it to the side rails.

The plymetal doors are supported by ten high strength hinges, with the lower hinges positioned where possible cargo shift damage might occur. The doors will open completely to the sides to provide a full width opening. Doors are locked into place by four heavy-duty, galvanized locks.

Up front the nose also is extra strong and rigid with a heavy gauge aluminum skin over 3″ deep steel hat section posts which are full height. Electrical connectors and glad hands are fully recessed for maximum protection.

Beveled front corners are steel. The interior lining in the nose has square corners for maximum cube and cargo area. A 20″ high steel interior bulkhead extends across the entire front to offer protection to this vital area. The strength of the front end is further increased with a 3/4″ plywood lining. The entire front end is a tough, one-piece unit.

For complete details on some of the strongest piggyback trailers made, write to Kit Hammond, Manager, Railroad Sales, 2200 E. Devon Avenue, Suite 217, Des Plaines, Illinois 60018.

Great Dane Rail Runner

Great Dane Trailers

P. O. BOX 67 • SAVANNAH, GEORGIA 31402

Quality is our product

bound consist, for example, all they now transmit to the computer is the car initial and number and a load-or-empty designation. The computer reaches into its data base to retrieve destination information and ties this to the consist before retransmitting to points receiving an advance consist report. (When ACI is operational, this outbound consist reporting can be automatically performed.)

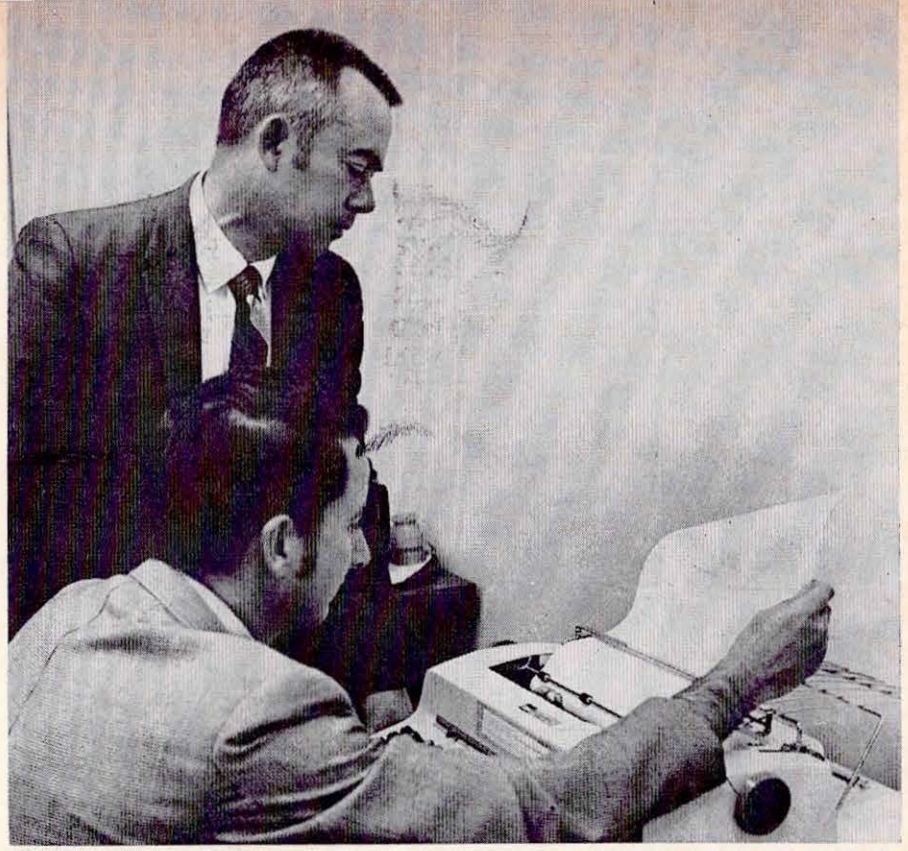
To improve train reporting, Frisco has developed a system in which every train (including extras) has a unique designation which is carried on all train reports from point of origin to destination. The computer, Phil Odom explains, "holds a master train file with necessary consisting information and a train map which permits the computer to spot an out-of-route car moving in a train. The file also contains scheduled run times of trains, which permits the computer to prompt origination data as well as intermediate reports. On inquiry, you find out virtually anything you'd want to know about train operations—number of trains now running, last action on all trains or on a particular train, trains and tonnage en route to a specific station, trains annulled and so forth."

● **Maintaining continuity.** New-MICS controls on reporting continuity are also greatly improved. Under the old setup, Odom points out, "activity records were transmitted to the computer one for one and edited on their own merits, without regard to what records might have previously reached the computer or what records might be missing. The new system provides for tying together all records on a specific piece of equipment and for checking continuity of reporting, load-to-empty status changes, missing reports and so on. When any of these checks turns up an apparent error, the record will not be rejected—but it will be sent back to the field in the form of an information message to permit field forces to make whatever correction is necessary."

So far as car-reporting is concerned, the inquiry capability may not be infinite—but it's hard to figure what fact might be wanted that the computer can't provide in a matter of seconds. There are 16,200 different inquiries that can be made of the car file alone to secure information about cars on-line.

Five types of field messages—data messages, consist messages, wheel reports, error corrections and train performance reports—provide the data base. Twenty-four separate equipment activities are covered—and the coverage is total, for cars, trailers, containers, locomotives and cabooses.

● **Checks on input.** Activity reports go through a rigid on-line edit before they are entered into the system and posted to the disk files. Reports are also passed against several on-line master files—such as UMLER, an operating station master, an STCC commodity master and a mileage master. This helps to validate the input; it also helps Frisco to pick up additional fields of information, such as car-type code, tare weight and other station and commodity data. The additional master-file information is carried with data submitted from the field and stored in the system's disk file and magnetic tape output—thus further expanding the system's inquiry capabilities.



THESE MEN use MICS most: General Superintendent of Transportation T. M. Galloway (standing) and George R. Clinkenbeard, director-transportation services and planning. Frisco has big plans for expanding the scope of MICS.

Among the inquiry possibilities through these data files which are being maintained on-line and which may be queried direct:

—Through a home-route file, when empty equipment is received from a connection, the computer can be queried to determine if Frisco handled a load in this equipment during the past 60 days. If Frisco did handle a loaded movement, the computer response will also show the two stations involved and thus provide a check as to whether the empty equipment was returned at the proper junction by the connecting line.

—MICS' equipment-tracing file holds latest-activity reports (up to 10) on every car, trailer, container, locomotive and caboose on the system. Customers can be provided with information from this file directly via Telex or Teletype for latest-action and current-activity reports through both on- and off-line sales offices. In addition, Frisco itself can draw off reports on latest 10 activities, car characteristics, special handling information and full waybill information.

—A terminal file provides inquiry-capability on equipment at every Frisco point. Equipment records are available in summary form for geographic station groups and sub-groups, and by car initial and number for individual stations.

—A train file provides inquiry capability on all trains and the equipment in those trains. The most recent four runs of each train are held.

● **On mistake-prevention:** As MICS is now set up, it will not—by itself—prevent mistakes. As Allen puts it, "If we have a car billed to Seaboard Coast Line at Birmingham and we deliver it to Southern, well, the damage is done. But by quick reaction, we have a better chance of getting the physical error corrected quickly. And this kind of close monitoring and control should be an educational thing— to help us avoid making the same mistakes twice."

New MICS is also a persistent error-corrector. Under the former system, an error would be flagged once. Under the new system, the computer keeps right on badgering until correction is made. At the same time, MICS has its own built-in clock. Via its train file, the system knows when a train is scheduled for departure—and if consist data are not transmitted from origin point within a specified time-span, a query goes out.

Ultimately, MICS will be doing a lot more for Frisco than what it's doing

now—which is considerable.

There is the goal of removing all paperwork from the field except that paperwork directly connected with the information/control system.

There is the goal of simplifying accounting-type data which is centrally handled—simplifying it and making the handling process far more current. Some of the first major steps in this direction will be to fully computerize car accounting, interchange delivery, interline switching and demurrage accounting procedures.

And there is the goal which, if it's reached, can give Frisco total control of each and every car movement. The concept is still under development; no programming has started. But eventually, Frisco is shooting for a system in which there will be a performance standard and the kind of control which will insure that the standard is met.

This is, maybe, a year away—though such people as George R. Clinkenbeard, director-transportation services and planning, hope to get started toward the goal this year.

● **One giant step.** In the meantime, Frisco will be working in pragmatic fashion—figuring that it will take about a year for the new system to settle down, and for new ideas to take shape.

Phil Odom sums up new MICS, as it stands today: "It's not Utopia—but it sure is a giant step forward." ■

In MICS labor pact, both sides were winners

In the troubled and turbulent world of rail management/labor relations, reasonable men can still get together. Reasonable men can still arrive at agreements under which the railroad, its employees and the labor organization can profit.

There are, probably, a number of evidences of this. None may be more immediately significant, however, than the agreement which became effective Jan. 1 between Frisco and the Brotherhood of Railway and Airline Clerks.

Frisco needed this agreement, to make its new Management Information Control System (MICS) work properly and effectively, and so Frisco was the moving party in the negotiations. But BRAC also saw opportunity for gain. In the new MICS, new jobs could be created.

In addition, ways might be opened up for BRAC to add meaning to the merger between the Clerks organization and the Transportation-Communication Employees Union (the former Order of Railroad Telegraphers).

● **A "new era."** So what has happened? The new MICS went on-line April 1, and it's working well. Frisco's J. K. Beshears, vice president-personnel, and J. A. Thompson, director of labor relations, are calling the BRAC agreement "one in which both sides had something to win, and did." BRAC is also satisfied: Its in-house publication, The Railway Clerk, took a full page to describe the agreement, under the headline "New Era Begins on Frisco."

The union could point to several favorable changes—including establishment of 21 new positions, with more likely to come later; establishment at a number of points of a guaranteed extra board; job protection for clerks and telegraphers as of Jan. 1, 1970, on a basis at least as good as that provided by the Feb. 7, 1965, non-op mediation agreement; and a cap on employee attrition, modified by emergency-condition provisions and by a provision covering increased attrition in the event of a decline in business.

Frisco could point to elimination of a troublesome rule which for almost two decades had given TCEU representation rights for employees operating "mechanical telegraph machines." In past years, even under Frisco's previous MICS, this rule had been a problem. In the old MICS, Frisco had been able to install Telex equipment in its non-union off-line traffic offices. In the new MICS, IBM 1050s (and/or other devices) were to be installed in on-line offices. And that created a problem, since (1) these offices had Clerks, (2) they didn't have ORT/TCEU people, and (3) under the old rule "telegraphers" had claim on the new jobs. Under the new agreement, Frisco has a great deal more flexibility in its assignment of personnel.

● **What it means.** Among other things, the agreement provides for:

—Devices peripheral to the computer system, placed in management offices and on-line traffic offices, may be operated by personnel in these offices without constituting a violation of the Jan. 1 agreement or any other agreement.

—A minimum of 21 seven-day positions were to be established (divided among six Frisco points) and a uniform classification of clerk-telegrapher was to be set up for each position. Where enough applications were received for these bulletined positions, they were to be assigned on a 6/4 clerk/telegrapher ratio on a seniority basis. Where enough applications were not received, positions could be assigned from either craft on a seniority basis.

—Other devices peripheral to the computer system, placed at secondary terminals and at on-line stations "shall be operated by either clerks or telegraphers."

—Clerks' and telegraphers' seniority rosters were combined in three seniority districts on a top-and-bottom basis, with the telegraphers' roster added to the bottom of the clerks' roster in each district, and vice versa.

—Rotating extra boards were to be set up on Frisco's three operating divisions, with the number of positions on each board set at not less than 12% of the number of regular positions (including permanent relief positions) in the area served by the extra board. Employees in these assigned extra board positions will be paid a minimum of five days for each work week, regardless of whether they perform service on five days. (The basic Frisco/BRAC agreement is subject to change through the normal procedures of the Railway Labor Act. But the rotating extra board provisions may be opened for review at union request after next Jan. 1.).

—The union specifically recognizes "the right of the carrier to make technological, operational and organizational changes." In consideration of the protective benefits provided, Frisco "shall have the right to transfer work and/or transfer clerks and telegraphers throughout the system" to meet service requirements. Procedures are set up for making implementing agreements, and for arbitration in the event agreements are not reached. The right of the railroad to make change is not subject to arbitration—only the means of implementing the change.

—Arbitration, at either party's request, is also provided in disputes covering interpretation or application of the agreement if direct negotiations fail.

● **Hard work produces a "landmark."** Beshears and Thompson were principally involved in making the agreement for Frisco; BRAC gives credit to a quartet of officers, General Chairmen R. B. Molloy of TCEU and P. J. Arthur of BRAC, International Vice President J. B. Haines and TC Division Vice President R. O. Norton. Says BRAC, in what may be an understatement: "It took long hours during extended negotiations to produce this landmark agreement."

INDUSTRIAL TRAFFIC

Leonard Tarloff, traffic manager, **CTI-Container Transport International Inc.,** New York, has been appointed general traffic manager.

Thomas C. Stewart, manager of traffic, customer service and warehousing (Hotpoint), Appliance and Television Group, **General Electric Co.,** Chicago, has been appointed manager–traffic, corporate manufacturing staff, New York, succeeding **Sheldon R. Lewis,** who relinquished those duties on May 1, in preparation for his retirement on Sept. 1. Mr. Lewis will continue as a consultant with GE during this period.

E. H. Atchley, assistant director of transportation, Corporate Transportation Department, **General Mills,** has been appointed general transportation manager, Package Foods Operations Divisions. Mr. Atchley will be assisted by **R. O. Meyer,** general transportation manager for services; **H. E. Rockwood,** general transportation manager for rail; and **V. G. Moen,** general transportation manager for truck. Mr. Rockwood was formerly in the corporate transportation department at Palo Alto, Calif.

William R. Jordt, corporate rate analyst, **Nalco Chemical Co.,** Chicago, has been appointed assistant traffic manager. **Henry Sarnecke** has joined Nalco as an assistant traffic manager. Mr. Sarnecke was formerly senior commerce officer, **Illinois Central. Joseph C. Naso** has joined Nalco as corporate traffic analyst.

Joseph Schnall has been named general traffic manager, **Luria Brothers & Co.** He was formerly administrator of jobs and joint ventures.

Richard A. Barshow has been appointed assistant director of transportation services, **REA Express,** New York.

Harry J. Bruce has been named to the newly created post of director of distribution, **Jos. Schlitz Brewing Co.,** Milwaukee. Mr. Bruce was a vice president, Spector Freight System, Chicago.

Ernst F. Bolten, general traffic manager, **Reichhold Chemicals, Inc.,** White Plains, N.Y., has been named director of distribution. He will have responsibility for traffic, transportation, warehousing, materials handling, tank car leasing and company trucking operations, and related methods and procedures.

Nicholas Maarschalk has been appointed corporate director of distribution and purchasing, **Warner-Lambert Pharmaceutical Co.,** Morris Plains, N.J. He was formerly manager of procurement and distribution–research and planning, **American Can Co.**

Harold Rudman has been appointed director of traffic, **National Carloading Corp.,** Fairfield, N.J.

Harold Rudman has been appointed director of traffic, **National Carloading Corp.,** Fairfield, N.J.

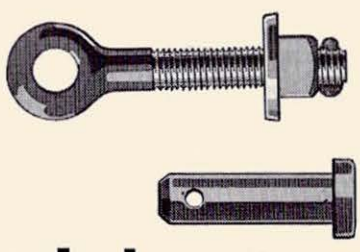
VERSA-DECK™ IS ONLY PART OF THE ACF STORY.

For you it may be the biggest part. Because this 89-foot flat car lets you select the exact configuration and accessories you need for the ladings you carry. It handles bulk cargo, containers or trailers with equal ease.

ACF INDUSTRIES

For another chapter, turn the page.

pic-a-bolt off our shelves



Most of the large bolts you'll need tomorrow are on our shelves today. Air Brake Valve Bolts, Dome Cover Eye Bolts, Angle Cock "U" Bolts and dozens of others. Buy one or a carload . . . pay only blanket prices. Makes that part of your job a lot easier, doesn't it?

Bolts made to AAR Specifications

Member Railway Supply Association, Inc.

LBF

LANMAN BOLT & FORGE COMPANY, INC.

475 East 151st Street ■ East Chicago, Indiana 46312

219/398-0275

Circle 34 on coupon page 97

Le Havre.

It's the closest thing in Europe to New York.

When you ship containerized freight by boat to Le Havre you're closer to Europe than any other port. And you're closer to your customers because containerized freight consigned to Le Havre is on the railroad to your markets while freight consigned to other major ports is still at sea. Because Le Havre is almost a day closer to New York.

And because French National Railroads can provide prompt, punctual freight delivery direct to every major European city.

The containerized freight handling facilities in Le Havre are now among the best in Europe. So good in fact, we can guarantee scheduled shipment of your goods to the consignee. Our freight trains are waiting at the dock. Your containerized shipments are immediately unloaded from the boat and loaded into the trains — and on their way. To Paris — Lyons — Strasbourg — Basle — Stuttgart — Dusseldorf. Anywhere in Europe. With no delays. At speeds of 65-70 miles per hour. In cars equipped to handle any and all size containers. This means fast, efficient and economical service to you and your customers. So ship to Europe via Le Havre and the French National Railroads and its affiliated Company "Compagnie Nouvelle des Cadres" specially created to handle containers. It's the shortest containerized freight route from New York.

For further information write to the French National Railroads 610 5th Ave., New York, N.Y. Freight Department C. Or call French National Railroad at 582-2110.

FRENCH NATIONAL RAILROADS

People in the News

BURLINGTON NORTHERN.—In the Marketing Department, headquarters St. Paul, **F. G. Lingenbrink** appointed assistant to vice president; **G. D. Cousins,** administrative assistant.

Pricing appointments, headquarters St. Paul unless otherwise indicated: **C. J. Hockaday,** assistant vice president, pricing; **K. S. Bagley,** assistant to vice president, pricing; **G. F. Reynolds,** assistant vice president-Western Trunk Line-Central; **R. E. Altgilbers,** manager of pricing-Western Trunk Line-Southwestern; **E. E. Nelson,** manager of pricing-Northern Lines-Canadian Freight Assn.; **R. H. Cutliff,** manager of pricing-Illinois Freight Assn.-Ohio River Mississippi Valley; **O. W. Cobb,** assistant vice president-Transcontinental-Pacific Coast; **L. S. Davis, Jr.,** director of pricing-Pacific Coast, Seattle; **R. M. Montbriand,** manager of pricing-Transcontinental; **C. E. Dahlberg,** manager of pricing-Montana-Colorado-Utah-Wyoming; **R. J. Strecker,** assistant vice president-special service; **M. H. Karl,** director of pricing-special service; **C. E. Simmons,** manager of pricing-system (export-import); **R. D. Formico,** manager of pricing-TOFC/COFC; **G. A. Ralcewich,** manager of pricing-auxiliary services; **L. J. Gilmore,** manager of pricing-system (grain); **C. H. Bruha,** manager of pricing-system (coal, petrolum and ore); **D. A. Robertson,** manager of pricing (forest products); **J. R. Farnen,** director of pricing services; **T. N. Hackney,** director of pricing analysis; **H. P. Marohnich,** assistant director of pricing analysis.

Marketing planning appointments, headquarters St. Paul: **P. F. Cruikshank,** assistant vice president; **K. C. Sanders,** director, marketing research and services; **J. T. Hall,** manager, marketing information; **D. H. Terry,** manager project development; **R. W. McKellips,** research economist; **T. C. Hoff,** director, equipment and service planning; **G. R. Ekers,** manager, equipment development; **T. W. Rolland,** manager, equipment assignment analysis; **T. C. Kryzer,** director, industry marketing. Market managers: **J. U. Dickson,** lumber and forest products; **G. D. Schlaeger,** pulp and paper; **A. H. Engelhart** and **D. M. Peterson,** autos and implements; **A. E. Michon,** grain and grain products; **J. D. Dickson,** ores and metals; **E. M. Brady,** import-export; **K. G. Heimbach,** TOFC-forwarder.

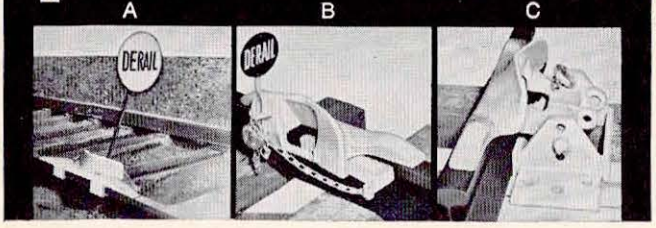
Marketing services appointments, headquarters St. Paul: **R. L. Merklin,** assistant vice president; **J. T. Lacy,** director, marketing administration; **R. W. Mellstrom,** staff assistant; **W. F. Burke,** director, passenger services; **R. J. Class,** passenger traffic manager-east; **L. Holstrom,** passenger traffic manager-west; **H. R. Lavik,** director, mail and express; **F. L. Strecker,** manager passenger operations; **D. B. Schultz,** manager passenger services; **I. R. Dahlman,** manager reservation bureau; **M. L. Harnden,** manager passenger pricing; **J. A. Voeller,** district manager, mail and express.

In the Marketing Department, sales and service appointments, headquarters St. Paul: **G. R. Powe,** assistant vice president, coal and coke; **J. D. Rezner,** assistant vice president-sales (east); **J. D. Nankwell,** assistant vice president-sales (west); **L. C. Anderson** and **E. T. Gibson,** assistant to vice president; **C. D. Merk** and **J. D. Round,** administrative assistants.

In the Eastern region, headquarters New York, **A. T. Sims** named assistant vice president-regional sales manager; **F. C. Reisse,** general sales manager; **A. J. Hoehn** area director-sales and service, **L. A. Gindling, M. A. Unger** and **E. D. Onieal,** assistant area directors-sales and service; **T. R. Miller,** sales manager-freight forwarder and consolidator; **W. G. Raum,** sales manager-international trade; **S. W. Hoback,** sales manager-TOFC/COFC; **J. D. Shepard,** manager-service and equipment utilization; **W. C. Havens,** district passenger sales manager.

In the Central region, headquarters Detroit, **W. C. Hageman** named assistant

Nolan job-tested safety derails give you peace of mind-prevent accidents!



A-B Portable derail for temporary derailing service and safety. No spiking is necessary as wedge construction securely locks derails to rail. Each derail is complete with flag. Can be padlocked.

C Hand thrown hinged derail can derail equipment at any ordinary speed. Use on rails up to 7⅞" — three adjustment positions — can be padlocked in open or closed position to avoid tampering.

FREE Catalog for the asking on rail safety devices and maintenance equipment. Write for your copy today.

NOLAN

THE NOLAN COMPANY 160 Pennsylvania St., Bowerston, Ohio 44695

Circle 36 on coupon page 97

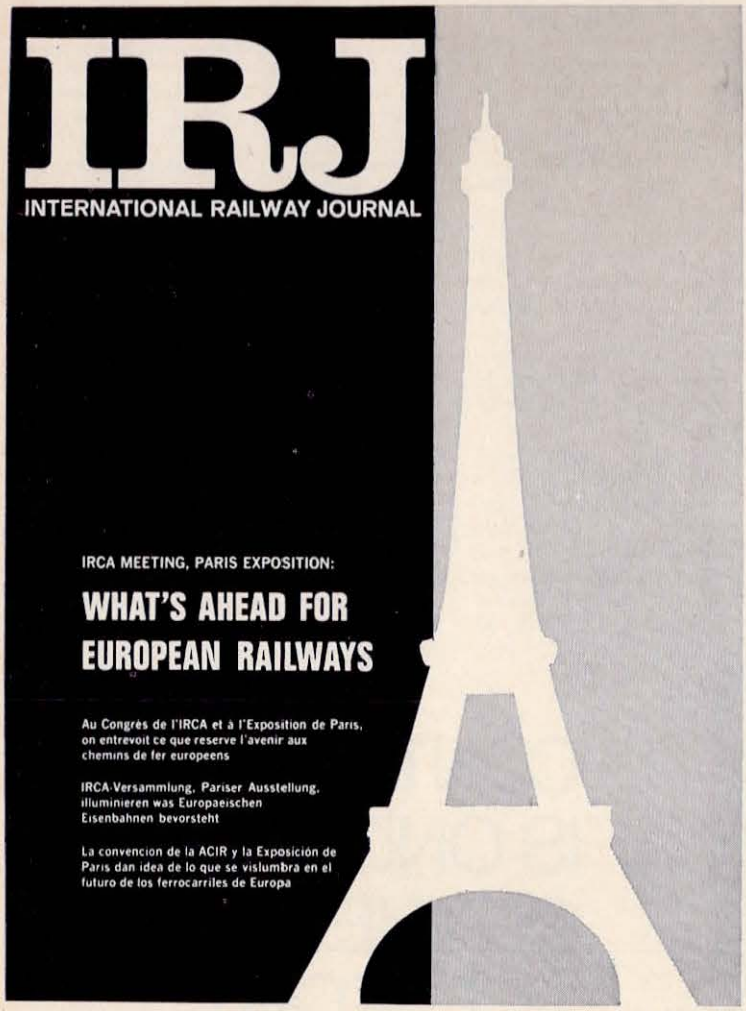
CENTER-FLOW™ IS ONLY PART OF THE ACF STORY.

The story here is versatility. Center-Flow sizes and a loading-unloading system to match any lading. No wonder it started the revolution in bulk handling.

ACF INDUSTRIES

For another chapter, turn the page.

TELL THE WORLD IN 'IRJ'


IRJ
INTERNATIONAL RAILWAY JOURNAL
IRCA MEETING, PARIS EXPOSITION:
WHAT'S AHEAD FOR EUROPEAN RAILWAYS
Au Congrès de l'IRCA et à l'Exposition de Paris, on entrevoit ce que reserve l'avenir aux chemins de fer europeens
IRCA-Versammlung, Pariser Ausstellung, illuminieren was Europaeischen Eisenbahnen bevorsteht
La convencion de la ACIR y la Exposición de Paris dan idea de lo que se vislumbra en el futuro de los ferrocarriles de Europa

Talk to 10,000 readers in 112 countries

IRJ is the one magazine that is truly international in scope, both in editorial reporting and in circulation coverage. Articles are published in English, with summaries in French, German and Spanish.

Your coverage is broad and deep

IRJ gives you coverage in depth of every railway and related transportation enterprise—*operating or on the planning boards*—outside the United States. The distribution embraces all classes of railways . . . common carriers and private carriers, including industrial, mining, lumber and plantation railways.

You're in good company

Suppliers-to-the-world from 17 countries advertised in IRJ in 1969. Every year it becomes more clear that IRJ takes you to the railway professionals in all departments who are actively searching for new ideas in railway equipment, construction, maintenance. INTERNATIONAL RAILWAY JOURNAL, 30 Church St., N.Y., N.Y. 10007.

'IRJ' READERS ARE THE MEN WHO BUY IN:

EUROPE
Albania
Austria
Belgium
Bulgaria
Czechoslovakia
Denmark
Ireland
Finland
France
East Germany
Greece
Hungary
Italy
Luxembourg
Netherlands
Norway
Poland
Portugal
Romania
Spain
Sweden
Switzerland
U.S.S.R.
West Germany
Yugoslavia

UNITED KINGDOM
United Kingdom

CENTRAL AMERICA AND MEXICO
Canal Zone
Costa Rica
Guatemala
Honduras
Mexico
Nicaragua
Panama
El Salvador

NORTH AMERICA
Canada
United States

WEST INDIES
Cuba
Dominican Republic
Haiti
Jamaica
Puerto Rico

SOUTH AMERICA
Argentina
Bolivia
Brazil
Chile
Colombia
Ecuador
Guyana
Paraguay
Peru
Surinam
Uruguay
Venezuela

MIDDLE EAST
Cyprus
Iran
Iraq
Israel
Jordan
Lebanon
Saudi-Arabia
Syria
Turkey

FAR EAST
Burma
Cambodia
Ceylon
China
Hong-Kong
India
Indonesia
Japan
Korea
Malaysia
Mongolia
Nepal
New Guinea
Okinawa
Pakistan
Philippines
Taiwan
Thailand
Vietnam

AFRICA
Algeria
Angola
Cameroun
Congo
Dahomey
Egypt
Ethiopia
Ghana
Guinea
Kenya
Liberia
Libya
Madagascar
Malawi
Mauritania
Mauritius
Morocco & Tangier
Mozambique
Nigeria
Reunion Island
Rhodesia
Sierra Leone
Sudan
Tanzania
Togo
Tunisia
Republic of S. Africa
Uganda
Zambia

OCEANIA
Australia
Fiji
New Zealand

vice president-regional sales manager; **P. C. Ivory** and **W. Westman,** area directors-sales and service; **B. P. Still,** sales manager-TOFC/COFC; **T. L. Quell,** sales manager-international trade; **F. H. Crissey,** manager-service and equipment utilization.

In the Chicago region, headquarters Chicago, **W. L. Malone** named assistant vice president-regional sales manager. Area directors-sales and service: **H. H. Moench,** Chicago; **R. J. Lucas,** St. Louis; **F. O. Eschenbrenner,** Kansas City, Mo.; **H. W. Ehrich,** Milwaukee; **E. J. Julis,** Moline, Ill. Assistant area directors-sales and service: **H. J. Spence** and **W. E. Murray,** Chicago; **L. J. Ernst,** St. Louis; **J. W. Petrick,** Milwaukee; **W. T. Luksan,** Moline, Ill. Sales managers, headquarters Chicago unless otherwise indicated: **E. E. Crossan,** freight forwarder and consolidator; **T. E. Fahey,** international trade; **T. R. Campbell, D. T. O'Brien,** and **B. L. Followell,** TOFC/COFC, Chicago, St. Louis and Kansas City, Mo., respectively; **J. K. Ashworth,** fuel, chemicals, fertilizers; **C. L. Young,** iron, steel, construction material. **J. E. DeHoff** becomes manager, service and equipment utilization; **R. A. Campbell,** regional manager passenger service; **J. W. Green,** eastern manager, mail and express; **A. H. Kuney,** district manager, mail and express, all with headquarters in Chicago.

In the St. Paul region, headquarters Minneapolis, **C. E. Moehring** named assistant vice president-regional sales manager; **R. E. McCourtney** and **A. L. Strom,** area directors-sales and service; **R. V. Sheehy,** sales manager-grain and grain products; **J. F. Schmidt,** sales manager-international trade; **J. R. Essig,** sales manager-TOFC/COFC; **E. J. Manke,** manager, service and equipment utilization; **M. F. Schember,** regional manager passenger sales. **R. W. Cran** named assistant area director-sales and service, Fargo, N.D.

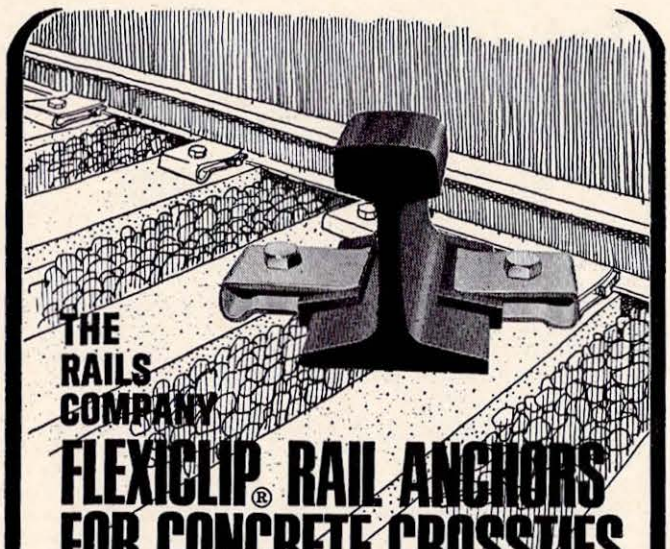
In the Omaha region, headquarters Omaha, **J. R. Grimes** named assistant vice president-regional sales manager. **J. L. Weingarten** and **E. B. Burnside** named area directors-sales and service, Omaha and Denver, respectively. Assistant area directors-sales and service; **K. A. Knutson,** Omaha; **H. P. Marshall,** Denver; **L. E. Davidson** becomes sales manager-livestock and edible products; **G. D. McKeighan,** sales manager-TOFC/COFC; **W. W. Traylor,** manager-service and equipment utilization; **S. T. Thomas,** regional manager passenger sales; **W. M. Musselman,** district manager, mail and express, all with headquarters in Omaha.

In the Billings region, headquarters Billings, Mont., **W. E. Taylor** named assistant vice president-regional sales manager; **L. A. Richardson,** area director-sales and service; **D. J. Powers,** assistant area director-sales and service; **W. J. Galt,** sales manager-livestock and edible products; **G. R. Kutzera,** sales manager-TOFC/COFC; **G. J. Murphy,** manager-service and equipment utilization.

In the Portland region, headquarters Portland, **J. K. Cutforth** named assistant vice president-regional sales manager; **L. G. McCubbin** and **R. F. Anderson,** area directors-sales and service; **C. C. Gardiner** and **D. W. Shea,** assistant area directors-sales and service; **R. W. Miller,** sales manager-lumber and forest products; **C. A. Taylor,** sales manager-international trade; **N. M. Wicklund,** sales manager-TOFC/COFC; **C. S. Powell,** manager-service and equipment utilization; **W. B. Watkins,** regional manager passenger sales; **J. A. Pienovi,** district manager, mail and express.

In the Seattle region, headquarters Seattle, **L. S. Kiser** named assistant vice president-regional sales manager;**R. W. West,** assistant vice president-planning. Area directors-sales and service: **H. P. Wohld** and **E. G. Westby,** Seattle; **V. A. Opsahl,** Spokane; **T. O. Kirkvold,** Tacoma, Wash. Assistant area directors-sales and service: **T. H. Green,** Seattle; **S. J. Sienko,** and **R. J. Inhofer,** Spokane; **G. T. Flynn,** Tacoma. **R. L. Merrill** becomes manager-TOFC/COFC; **R. A. Callaghan,** sales manager- TOFC/COFC; **D. B. Bostrum,** sales manager-international trade; **L. J. Andre,** sales manager-lumber and forest products; **E. B. Rustad,** manager-service and equipment utilization; **S. T. Thorson,** regional manager passenger sales; **M. A. Wagner,** district manager, mail and express, all with headquarters in Seattle.

In the Western region, headquarters San Francisco, **F. G. Butcher** named assistant vice president-regional sales manager; **M. V. Schoonover** and **W. H. Egan,** area directors-sales and services; **P. V. Anderson** and **G. E. Thorne,** assistant area directors-sales and service. **L. E. Gabrielson** named area director-sales and



FLEXICLIP® RAIL ANCHORS FOR CONCRETE CROSSTIES

Resist rail movement with positive holding power in ALL directions — Fast installation with regular track maintenance equipment — Jointed or welded rail — Insulated fastenings available — Ideal for high speed transit

Write or call today for descriptive literature

THE RAILS CO.

Maplewood, N. J. 07040 • Omaha, Neb. 68102
Chicago, Ill. 60604 • San Francisco, Calif. 94105
In Canada: IEC-Holden Ltd.

Circle 52 on coupon page 97

THE 5-PSI CAR™ IS ONLY PART OF THE ACF STORY.

ACF's 5-psi car—the most economical pressure differential car on the rails—makes every siding a potential high-volume unloading site. It unloads anywhere, quickly and efficiently, right into over-the-road carriers. The fully enclosed system means better quality, minimum chance of contamination.

acf ACF INDUSTRIES

For another chapter, turn the page.

John H. Spicer
CN

John C. Gardiner
CN

service; **S. A. Jewell,** assistant area director-sales and service, both with headquarters in Los Angeles. **R. W. Butler** named sales manager-TOFC/COFC-freight forwarder-consolidator, San Francisco. **O. K. Lucas** and **J. O. Eddy** named sales managers-international trade, San Francisco and Los Angeles, respectively. **B. J. McDaniel** becomes manager-service and equipment utilization, San Francisco.

In the Southwestern region, headquarters, Ft. Worth, Tex., **R. L. Watson** named regional sales manager. **E. A. Cassell** and **R. L. Lassiter** named area directors-sales and service, Ft. Worth and Houston, respectively. **O. B. Sandidge** named assistant area director-sales and service, Dallas. **M. D. Dowell** becomes sales manager-TOFC/COFC; **W. A. Doggett,** manager-service and equipment utilization, both with headquarters in Ft. Worth.

Specialized sales appointments, headquarters St. Paul: **T. C. Rowley,** director, specialized sales; **N. A. Savage,** assistant director, specialized sales. General sales managers: **R. B. Schmidt,** autos, implements and machinery; **J. R. Scalzo,** petroleum, chemicals and fertilizers; **K. L. Schramm,** international trade, freight forwarder, consolidator TOFC/COFC; **W. A. Wade,** lumber and forest products; **R. W. Morrison,** paper and paper products; **R. F. Kornman,** meat and livestock; **F. C. Forward,** government traffic; **T. M. Walsh,** grain and grain products. **C. L. Kath** named manager, freight forwarder/consolidator; **R. A. Muellner,** manager, international trade; **N. D. Brehm,** manager, TOFC/COFC. **E. A. Kovacs** becomes assistant general sales manager-government traffic; **F. M. Wisnew,** administrative assistant.

Customer services appointments, headquarters St. Paul: **A. R. MacDonald,** director, customer services; **T. P. Heller,** manager, customer service performance; **R. S. Gruns,** manager, equipment assignment; **R. E. Franzen,** manager, special projects.

F. F. Perrin appointed director of public relations; **W. F. Greer,** director of advertising; **R. K. Hance,** director of audio visual services; **P. A. Briggs,** administrative assistant; **P. W. Stafford,** assistant director of public relations; **W. A. Gustafson,** manager of corporate services; **J. M. Hagen,** special projects manager, all with headquarters in St. Paul. **B. K. Forman** named regional public relations manager, Seattle. **J. A. Stolp** named regional public relations representative, Chicago. **J. F. Hughes** appointed advertising manager, St. Paul, and **H. E. Jones,** regional advertising manager, Chicago.

CANADIAN NATIONAL.—John H. Spicer, assistant vice president, transportation and maintenance, Montreal, promoted to vice president, transportation and maintenance.

Title of **P. E. Zwicker** changed from superintendent, sleeping, dining and parlor car, to superintendent customer and catering services, Great Lakes Region, Toronto.

John C. Gardiner, assistant vice president—freight sales, Montreal, promoted to vice president, Prairie Region, Winnipeg, Man., succeeding **Eric P. Stephenson,** promoted to vice president, cybernetic services, Montreal. **George R. Johnston,** vice president—freight sales, Montreal, appointed vice president—freight marketing.

Russell A. Silk, general manager, planning and promotion, freight sales, Montreal, appointed general manager—marketing.

J. Frank Roberts, general manager, passenger sales and service, Montreal, appointed assistant vice president—market development. **Donald P. MacKinnon,** assistant manager, British Columbia Area, appointed general manager, marketing services. **Alexander Olynyk,** manager, Champlain Area, appointed general manager, passenger sales and services.

CANADIAN PACIFIC.— R. Beaulieu appointed master mechanic, Montreal Terminals, succeeding **M. M. Cunningham,**

(Continued on page 87)

FREIGHT-SAVER™ IS ONLY PART OF THE ACF STORY.

Over 16,000 of these pneumatic hydraulic cushioning units have been installed to date, providing reliable protection for all kinds of ladings. With few moving parts, and no awkward metal springs, these lightweight units for center-of-car or end-of-car applications are easy to maintain.

ACF INDUSTRIES

For another chapter, turn the page.

Study LOCOMOTIVE MECHANICAL EQUIPMENT MAINTENANCE in spare time at home

The man they respect in most shops is the one who's apt to know the answer when a problem arises. You know a man like that; wouldn't you get a lot of satisfaction and personal pride in being like him? Such knowledge sooner or later always adds to the pay check, and too, pays off in greater job satisfaction and personal pride. And who can put a dollar value on that?

You can be such a man by taking this two-year course for mechanical department employees who want to know more about locomotive mechanical equipment maintenance and repair. Two lessons a month, in simple, non-technical language, guide you swiftly to a better working knowledge of the subject. Your lessons are graded by instructors who give individual, personalized advice as needed. The cost is low and payable in monthly installments. For full information, return coupon.

RAILWAY EDUCATIONAL BUREAU RA 5/70
1809 Capitol Ave., Omaha, Neb. 68102
Send full information on locomotive mechanical equipment maintenance home study course.

Name .....
Address .....
City, State, ZIP .....
Railroad .....
Job title .....

Who has the power to explore outer space?

Exide has the power.

When the stakes include men's lives, as well as millions of dollars in space equipment, you don't take chances on anything. Especially the power.

That's why Exide space age batteries have been on virtually every U.S. space age vehicle, including those of the fantastic Apollo series. During the 500,000 mile journey to the moon, Exide was on duty all the way.

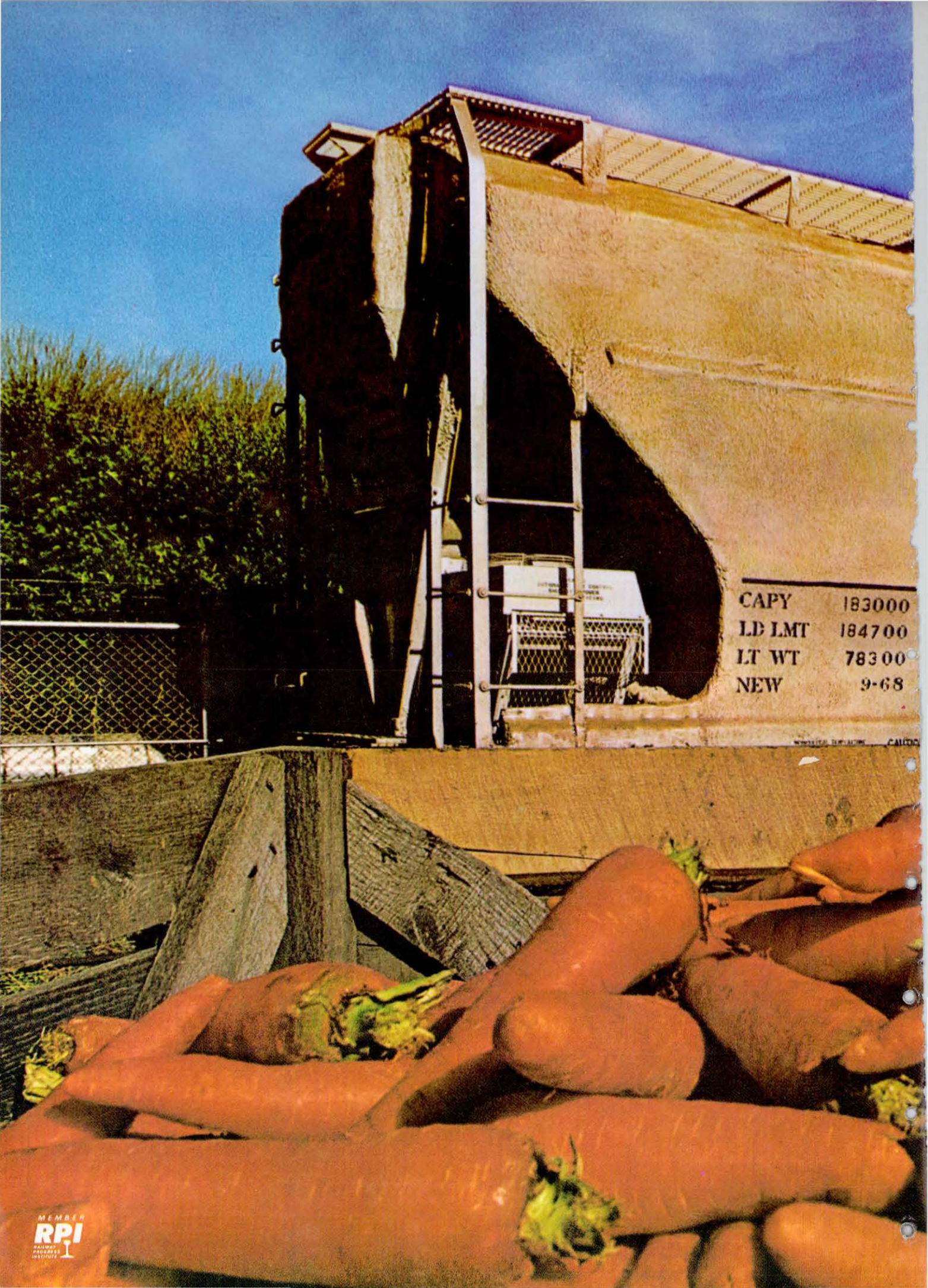
Exide batteries put in a perfect performance during every step of the mission by providing ignition power for critical spacecraft operations during the historic flights.

Top performance and total engineering capability are what sent Exide to the moon. These are the same reasons Exide is the leader in packaged power in down-to-earth places.

And our new line of "Now Power" batteries gives you packaged power whenever and wherever you need it. We'll be glad to prove it if you write or call Exide Power Systems Division, Box 5723, Philadelphia, Pennsylvania 19120.

World Leader in packaged power.

ESB Exide®


CAPY 183000
LD LMT 184700
LT WT 78300
NEW 9-68
MEMBER
RPI
RAILWAY PROGRESS INSTITUTE

TO HARVEST A NEW CROP OF PROFITS, TALK TO ACF.

ACF's new Conditionaire has a unique temperature control system. It keeps perishables fresher, longer than any car on the rails. Lets you deliver produce in top quality, whatever the weather.

And Conditionaire can carry up to 183,000 pounds of produce without crating.

So you save on bulk economies. Cut spoilage costs. Eliminate crating expenses. Reaping profits is easy: you put more produce into Conditionaire, and you get more out.

Cultivate new markets and freshen your profits. Talk to ACF Industries, Incorporated, American Car & Foundry Division, 110 Clark St., St. Charles, Missouri 63301.

ACF INDUSTRIES

COUNT ON A CENTENARIAN

KATY was born May 23, 1870. That same year, KATY headed into Indian Territory and "opened up the legendary Southwest to settlement and modern progress." So wrote V. V. Masterson in "The Katy Railroad and the Last Frontier," published by the University of Oklahoma Press.

Today, KATY's rails span nearly 3,000 miles—linking hundreds of Missouri, Kansas, Oklahoma and Texas marketing areas with markets everywhere. Service problems of past years have been overcome. Changes during the past five years have provided shippers with the equipment they need on dependable schedules. Service gets faster and more personalized all the time. Find out. Call KATY's nearby representative and ship something with KATY this anniversary year.

For service
that really is
personalized . . .

Count on KATY

MISSOURI-KANSAS-TEXAS RAILROAD CO.
Katy Building, Dallas 75202 • 420 Gimblin Road, St. Louis 63147

Photo of Atlanta by Hallinan

CF serves 46 of the nation's leading 50 industrial markets direct—including Atlanta.

friendly

A Countryfull of Service depends on a careful balance of dozens of critical jobs. Our trucks on the nation's highways reflect the quality that we want in our entire operation. Let us know how we're doing—wherever you see the CF emblem.

The LTL Specialists—with the people and the places to serve you better.

CONSOLIDATED FREIGHTWAYS

SEA LEGS

When you serve five busy Gulf ports, even a land-based operation like Kansas City Southern needs sea legs.

We have them. And they run from Kansas City to New Orleans, Baton Rouge, Lake Charles, Beaumont, and Port Arthur.

When you go transoceanic, make your first port of call the Kansas City Southern office nearest you. Our knowledge of shipping schedules, tariffs, and customs (both here and abroad) can help you avoid expensive export and import errors.

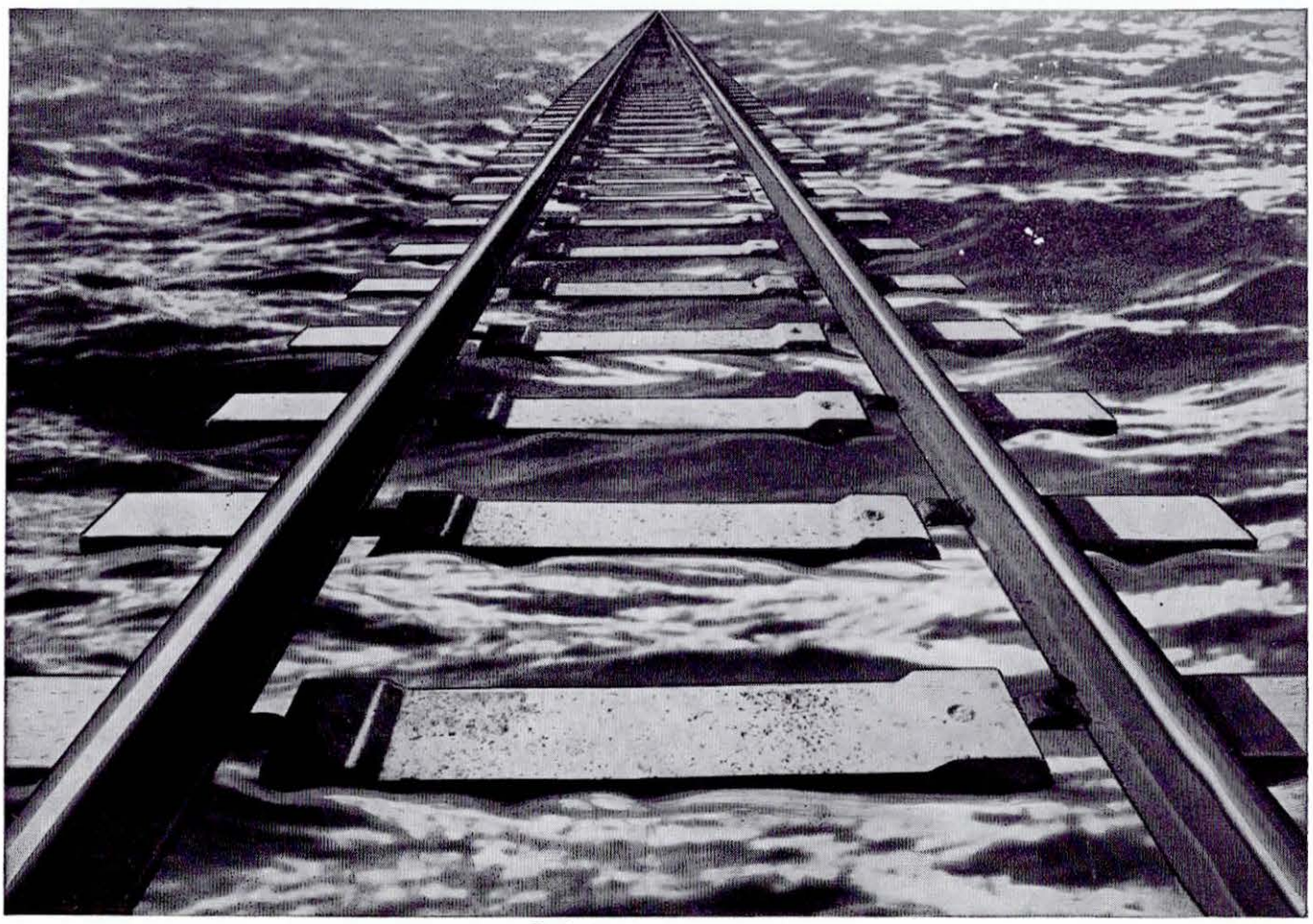
This service is part of the Kansas City Southern program that launched "smooth sailing" in Mid-America.

And it's as free as the breeze.

KANSAS CITY SOUTHERN Lines

the uncommon carrier

Kansas City, Missouri 64105
Telephone (816) VIctor 2-0077



Circle 30 on coupon page 97

©1970 Association of American Railroads, Washington, D.C.

America's railroads. Who needs them?

The man who has a special on cantaloupes this week. The man who builds a house you can buy, without going to the poorhouse. All the businesses you do business with.

Where would most of them be without railroads to deliver the goods at the lowest cost? Out of business.

America without railroads? We can't afford it. But, if railroads are given the freedom to do business like any other business—with up-to-date regulations and fair taxation—then they'll always deliver the goods.

America's Railroads

Who needs them? You do. We all do.

7501
7501
Santa Fe
7501
Santa Fe
Santa Fe

Delivering hot cargo on time takes a diesel lube oil that keeps its cool.

AMOCO Super Diesel Lubricating Oil performance is closely monitored by spectrograph at Santa Fe's research laboratory in Topeka, Kansas. Rapid spectro-analysis determines lubricant wear characteristics and operating condition.

To provide faster, more reliable service, progressive railroads are employing new methods of operation. Sophisticated techniques that depend on rolling stock operating with minimum downtime.

Techniques like the Santa Fe's precision schedule operation between Rustler Springs, Texas, and the Port of Galveston. Transporting hot liquid sulfur over 930 miles in unit trains on a continuous turn-around basis.

On-time delivery and cargo protection are vital to this type of service. There's no room for equipment failure where advanced concepts such as precision scheduling and programmed unit trains are involved.

That's why many of Santa Fe's heavy-duty locomotives operate with AMOCO® Super Diesel Lubricating Oil. A product that's proved its dependability in more than 8,000 unit months of closely monitored operation. In Santa Fe diesels that include the latest high-output engines.

A high-dispersant lubricant, AMOCO® Super Diesel Lubricating Oil helps provide longer filter life and cleaner running engines as well as improved performance in the ring belt area.

It also offers high alkalinity that reduces wear. Oxidation stability for extended use.

AMOCO® Super Diesel Lubricating Oil. A service-proven, fully-treated, low-ash lubricant for progressive railroads.

"You expect more from American and you get it."*

AMERICAN INGENUITY:
WE CAN MAKE IT WORK FOR YOU.

AMERICAN

© 1970, The American Oil Company, Chicago, Ill. *Trademark

We deliver facts and freight . . . fast! New "third generation" computer technology brings improved utilization of L&N equipment; faster, more efficient service to shippers. L&N's electronic complex in Louisville assures instantaneous information on shipments, by direct customer inquiry. New cars are added daily to L&N's growing fleet of rolling stock. Faster turnarounds add to the availability □ L&N moves into the Seventies ready to serve our nation's expanding industrial production all along its dynamic 6000 mile system. Speak to your L&N Freight Service Representative, you will find out . . . *We're flexible!*

LOUISVILLE

& NASHVILLE RAILROAD

(Continued from page 76)

transferred. **D. Kavanagh** appointed master mechanic, Laurentian Division, Montreal, succeeding **G. E. Bales,** retired.

A. Ferguson appointed system manager, freight rates, Montreal, succeeding **E. M. Scully,** who retired May 31.

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—Howard W. Robinson, assistant regional sales manager, C&O, Cincinnati, appointed market manager-automotive industries, C&O-B&O, Baltimore, succeeding **Ray A. Rietz,** named regional sales manager, B&O, Chicago.

J. K. O'Brien, manager-world commerce, Richmond, Va., retired May 1, after 45 years of service.

DEPARTMENT OF TRANSPORTATION.—Leslie L. Blau named chairman, DOT's Citizens' Advisory Committee on Transportation Quality. Mr. Blau, of Orange, N.J., has been in the real estate business since 1920.

GULF, MOBILE & OHIO.—J. B. Mitchell promoted to district traffic manager, Houston, Tex., succeeding **Neal Davidson,** who retired April 30, after more than 30 years of service. **Raymond S. Stryzinski** promoted to district traffic manager, Pittsburgh, Pa. **Herbert W. Bell,** division freight and passenger traffic manager, Peoria, Ill., retired April 30, after over 50 years of service.

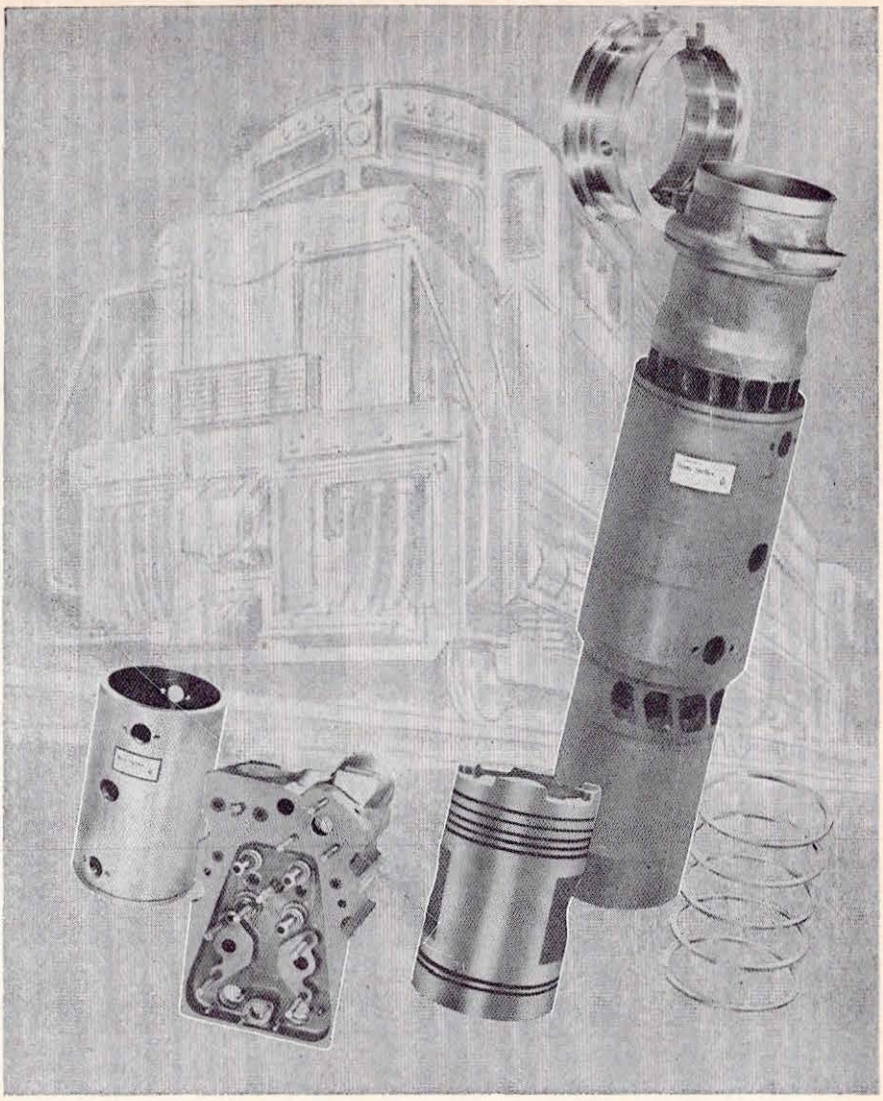
MAINE CENTRAL—PORTLAND TERMINAL.—Horace N. Foster, comptroller and treasurer, Portland, Me., promoted to vice president-accounting and finance. **John F. Gerity,** assistant comptroller and clerk of the corporation, promoted to comptroller. **Horace M. Budd,** assistant treasurer, promoted to treasurer. **Stanley W. Watson,** office assistant to the comptroller, named assistant treasurer.

NEW YORK, SUSQUEHANNA & WESTERN.—William T. Frazier named president, succeeding **Irving Maidman,** who remains chairman of the board. Mr. Frazier joined the NYS&W in May 1968 as vice president operations and maintenance. Since Sept. 1968 he has also served as comptroller, Edgewater, N.J.

Michael T. Staub, general manager, elected vice president operations and maintenance, Edgewater, N.J. **William Speegal,** assistant comptroller, elected comptroller. **Michael Caramanna** appointed assistant comptroller. **Robert A. Kurdock** appointed administrative assistant to vice president and will handle freight loss and damage claims and other duties assigned.

James B. Farrell appointed chief mechanical officer, Little Ferry Shops, Ridgefield Park, N.J. Mr. Farrell will have jurisdiction over rolling stock, locomotives and other mechanical functions except track.

NORFOLK & WESTERN.—Edward F. Murry, assistant general manager, Western Region, St. Louis, promoted to general manager there, succeeding **Joseph R. Neikirk,** named vice president-operations, **Erie Lackawanna** and **Delaware & Hudson,** both of which are part of the N&W sys-



More for your money is only part of the Hunt-Spiller story

HUNT-SPILLER REPLACEMENT PARTS—Cylinder Liners, Cylinder Heads, Pistons, Jackets, Piston Rings and Bearings—are known the world over to be made from the finest metals—to exact specifications. Hunt-Spiller replacement parts are completely interchangeable with original equipment parts.

The fact that you get more for your money is gravy!

Hunt-Spiller products are rigidly controlled through the complete manufacturing cycle. There's proof of this from service in a variety of railroad, marine, and industrial installations throughout the world.

Send for a catalog sheet for the part or parts that you may be needing soon.

HUNT-SPILLER

MANUFACTURING

180 Sylvester Road South San Francisco, Calif. 94080
(415) 871-4971—Cable: Huntspil Telex: 349-468
A Division of Power Products, Inc.

Circle 49 on coupon page 97

Things are a lot better than they may seem in the railroad market

■ The first half of 1970 has been nothing to crow about. The second half will be a different story. C&O/B&O have already spotted a "turning of the tide" in all-important merchandise traffic. Informed sources stick with the forecast that rails will spend up to $1.5 billion on capital improvements in '70.

■ On top of this, another $300 million plus will be spent by private car lines for a grand total that will be close to last year's $1.86 billion.

■ *But money-watchers are watching their money as never before. The psychology of the railroad market today favors careful, selective buying. This is the time of times to*

sell value

And the place of places to sell it is in **RAILWAY AGE'S MID-YEAR REPORT ON THE STATE OF THE INDUSTRY.** This is the authoritative review of what happened in the first six months—and appraisal of prospects for the second half. It comes at a time of major buying decisions. **Issue date: July 13, 1970. Advertising closing date: June 29.**

tem. **C. D. Dod, Jr.,** assistant general manager, Atlantic Region, Roanoke, named assistant general manager, Western Region. **James E. Morrison, Jr.,** superintendent, Lake Erie Division, Bellevue, Ohio, succeeds Mr. Dod at Roanoke. **William E. Ruby,** superintendent, Pittsburgh Division, succeeds Mr. Morrison. **Ralph E. Beltz,** terminal superintendent, Cleveland, named superintendent, Pittsburgh Division, and has been succeeded in Cleveland by **Gerald E. Bruce,** former assistant superintendent, Pittsburgh Division, Toledo, Ohio.

Albert H. Graham, research department analyst, Roanoke, named assistant to executive vice president.

Wilford C. Stevens, Jr., trainmaster, Pocahontas Division, Bluefield, W.Va., appointed assistant superintendent, Pittsburgh Division, Toledo, Ohio. **Clifford L. Owens,** trainmaster, Buchanan Branch, Weller, Va., succeeds Mr. Stevens at Bluefield. **Linwood F. Price, Jr.,** general yardmaster, Wilcoe, W.Va., promoted to trainmaster at Weller.

PENN CENTRAL.—Charles R. McKenna, Jr., director of locomotive control, Philadelphia, appointed general superintendent of transportation, Northeastern Region, New Haven, Conn., succeeding **Clifford W. Owens,** transferred to Pittsburgh, Pa., in the same capacity.

Charles D. Anderson, detective lieutenant, promoted to captain, PC's police department, with responsibility for law enforcement activities in the Grand Central Terminal area and Harlem and Hudson lines, New York. **Walter G. Rescorla,** lieutenant, Philadelphia, appointed captain of police, Stamford, Conn.

READING.—Thomas P. Rochford, assistant auditor disbursements, Philadelphia, promoted to auditor of disbursements, succeeding **Thomas J. Giblin** (RA, May 11, p. 54). **Vincent D. Miles, Jr.,** appointed manager-corporate accounts and taxes. **Anthony J. Valente** named assistant auditor of disbursements.

REA EXPRESS.—Spencer D. Moseley, president, chief executive officer and chief operating officer, New York, elected chairman of the board. **Tom Kole,** executive vice president, elected president and chief operating officer.

ST. LOUIS SOUTHWESTERN.—Jeff W. Hutcherson appointed assistant general freight agent, Memphis, Tenn., succeeding **Lyle E. Wikenhauser,** who retired after more than 32 years of service.

Joseph H. Bunting appointed freight traffic manager-rates and divisions, St. Louis. **Howard W. Wilson** named assistant general freight agent, St. Louis.

SEABOARD COAST LINE.—Charles R. Yates elected vice president—finance. Mr. Yates is also vice president—finance and a director, **Louisville & Nashville.**

M. G. Herbert, manager of bulk distribution, named manager-distribulk and environmental services, Jacksonville, Fla., a newly created position. He will work with municipal authorities and engineering firms in helping to solve problems relating to control and disposal of waste materials.

Horace N. Foster
MeC-PT

John F. Gerity
MeC-PT

Horace M. Budd
MeC-PT

William T. Frazier
NYS&W

Reid Beddow, Jr.
Railway Age

W. E. Trantham, Jr.
Sylvania

SEABOARD COAST LINE INDUSTRIES.—Roger M. Kelly elected a director and vice chairman of the board at Baltimore. He was previously chairman, finance committee Northwest Industries, Inc.

SOO LINE.—Martin R. Larrabee named regional sales manager, Duluth, to succeed **B. Hermanson,** who retired March 15.

SOUTHERN.—James S. Crow, vice president-finance, Washington, D.C., is resigning effective July 1 to become executive vice president and director of The First National Bank of Mobile, Ala.

Walter W. Simpson, Jr., director, technological development, appointed assistant vice president-engineering and research, remaining in Washington, D.C.

Forrest W. Von Canon, Jr., district sales manager, Charleston, S.C., appointed district sales manager, Greensboro, N.C., and has been succeeded by **J. Lee Waller,** sales representative, Sheffield, Ala.

Barrett J. Williams appointed industrial geologist, Washington, D.C. He was formerly a geologist for Marquette Cement Manufacturing Co.

Larry O. Tessier appointed assistant vice president—marketing services, Washington, D.C.

Harvey H. Bradley appointed assistant vice president—safety and freight claim prevention, remaining at Atlanta, Ga.

Thomas D. Nicholas named director, freight claim prevention, Atlanta. Mr. Nicholas was formerly assistant to vice president, freight claims, station and transfers, Chattanooga, Tenn.

John R. Tipton appointed assistant vice president, in charge of stations and terminals, remaining at Atlanta.

James C. Vanderhaar named assistant director of insurance, Washington. He was formerly supervisor of fire prevention, Knoxville, Tenn.

Forrest W. Von Canon, Jr., appointed district sales manager, Greensboro, N.C. **J. Lee Waller,** sales representative, Sheffield, Ala., succeeds Mr. Von Canon as district sales manager, Charleston, S.C.

TRAFFIC EXECUTIVE ASSOCIATION—EASTERN RAILROADS.—Gerald J. Robinson appointed chairman, Coal, Coke and Iron Ore Committee—Eastern Railroads.

WESTERN MARYLAND. — Elmer C. Whipp, senior assistant purchasing agent, **Baltimore & Ohio** at Baltimore, Md., appointed director of material management for the WM, Baltimore. Mr. Whipp will become head of purchases and stores for the WM on May 31, upon retirement of **A. W. Thompkins,** director of purchases and stores.

SUPPLY TRADE

Reid Beddow, Jr., former staff writer and assistant Sunday magazine editor for the Washington Post, has joined the staff of **Railway Age** as Washington editor. In that position he succeeds **Frank Malone,** who has been assigned to the Chicago

Frustrated Fault Finder

Our inspectors are frustrated men. We train them to spot flaws in railroad cars. Trouble is, they seldom find mistakes. All day long they look at cars with perfect fitting and riveting, expert welding and great workmanship. That means you can expect the car you ordered. Exactly. And you can depend on it to last. At Berwick, we believe that keeping our inspectors frustrated keeps you happy.

BERWICK

Berwick Forge & Fabricating Corp. / Box 188, Berwick, Pa. 18603/80 East Jaokson Blvd., Chicago, Ill. 60604 / Subsidiary of Whittaker Corp.

Circle 50 on coupon page 97

staff of Railway Age as traffic editor. A native of Dubuque, Iowa, and an Air Force veteran, Beddow attended George Washington University and Columbia University, and was the winner of a Woodrow Wilson Fellowship at Princeton University.

W. Earl Trantham, Jr., has been appointed manager of transportation control systems, Commercial Electronics Division, **Sylvania Electric Products Inc.,** Waltham, Mass., succeeding **John W. Barriger,** named to the new post of manager of transportation market development. Prior to joining Sylvania, Mr. Trantham was vice president and director of advanced programs at Canoga Electronics in California.

Richard E. Wright, general sales manager, **Shunk Manufacturing Co.,** Bucyrus, Ohio, has been promoted to vice president sales.

Relco Leasing Corp. and **Relco Tank Line** have moved their headquarters from San Francisco to Incline Village, Nev.

Philip M. Lanstrum has been appointed sales coordinator, **Page & Page,** Portland, Ore. He was formerly parts manager, Mack Trucks, Inc., Portland.

V. E. Cole has been appointed group vice president, aluminum, minerals, transportation, commercial and institutional projects, **Kaiser Engineers. F. T. Matthias** has been appointed vice president, transportation projects.

Gerald J. Roof, regional sales manager, Eastern Region, **Integrated Container Service, Inc.,** New York, has been appointed general manager, Eastern Region.

Thomas Ditchfield, vice president—manufacturing, Castings Division, **General Steel Industries, Inc.,** Granite City, Ill., has been appointed vice president and assistant to the president, Castings Division.

Peter C. Bayer and **T. W. Howe, Jr.,** have been promoted to district sales managers, **FreightMaster,** a Division of Halliburton Services, with headquarters at Berwyn, Pa., and Clarkston, Ga., respectively.

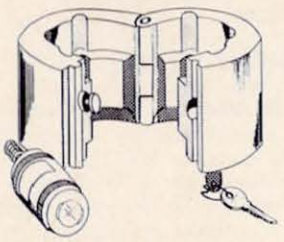
Richard H. Jameson has been appointed sales manager, Midwestern Region, **Crucible Spring Division** of **Colt Industries Inc.,** at Chicago. Mr. Jameson was formerly traffic manager and senior buyer for **Thrall Car Manufacturing Co.,** and also spent 12 years with the **Santa Fe** in administrative capacities.

William J. Ruprecht, assistant director of product engineering, American Car & Foundry Division, **ACF Industries,** St. Charles, Mo., has been named director of engineering, Shippers Car Line division, New York.

(Continued on page 92)

STOP **SEMI-TRAILER THEFTS**

With the NEW **HANSEN** *TRAILER KING PIN* **GARD LOK**



According to recent statistics, truck tonnage is on the increase. *And* so are thefts of trailers and entire cargoes! Safe delivery is becoming an even more important consideration of truckers. The new Hansen GARD LOK was especially designed for safety—first.

COMPACT

Gard Lok is designed and precision made for use on semi-trailer king pins. It needs no extra clamps or padlocks. Easily installed—*in seconds*—it has a detachable handle to keep hands grease-free.

RUGGED

Gard Lok is manufactured from specially processed metals. It can withstand heaviest tractor impact. Fully tested and proved in use—it is a most effective deterrent against trailer and cargo losses.

A.L. HANSEN Mfg. Co.

For further information, write or phone Don Mohr

A. L. Hansen Mfg. Co. • 2146 Delaney Road, Gurnee, Ill. 60031 • 312/244-8900

Circle 43 on coupon page 97

DIFFERENTIAL AIR DUMP CARS

CARRY MORE - WEIGH LESS!

MAINTENANCE OF WAY . . . ideal for ditching, rip-rapping, widening banks, and power shovel work.

REVENUE SERVICE . . . fast economical bulk handling for unit train or fast turn-around applications.

8-second dumping — all-welded construction — sizes to 70 cu. yds.

Write for bulletin D-59

DIFCO, Inc. Box 238, Findlay, Ohio 45840, U.S.A. Ph. (419) 422-0525

Circle 44 on coupon page 97

Connecticut Department of Transportation
60 Washington Street
Hartford, Connecticut 06115

Metropolitan Transportation Authority
1700 Broadway
New York, New York 10019

Sealed proposals for the furnishing and delivery of up to 144 high-speed electric passenger rail cars for use in the New Haven Service of the Penn Central Transportation Company will be received by the Connecticut Department of Transportation and the Metropolitan Transportation Authority at the office of the Metropolitan Transportation Authority at the above address until 2 p.m., Eastern Time, on June 23, 1970, at which time they will be opened and read in the presence of all bidders desiring to attend. Firms wishing to bid must bid on both Contracts. They must purchase copies of the two sets of Contract Documents, each at $25.00 per set, by written request addressed to the Department and the Authority, c/o Louis T. Klauder and Associates, 2132 Philadelphia National Bank Building, Philadelphia, Pa. 19107.

Bidders are advised that the Connecticut Department of Transportation Contract is subject to a financial assistance agreement between the Department and the United States Department of Transportation. The Metropolitan Transportation Authority Contract is subject to two financial assistance agreements, one between the Authority and the New York State Department of Transportation, and the other between the Authority and the United States Department of Transportation.

Connecticut Department of Transportation
Metropolitan Transportation Authority

"Max, why do you think National gives S&H Green Stamps?"

Max, our National Car Rental computer, is a real ladies' man. They love him because he sees to it that they get a gift of S&H Green Stamps every time the man of the house comes home from a business trip.

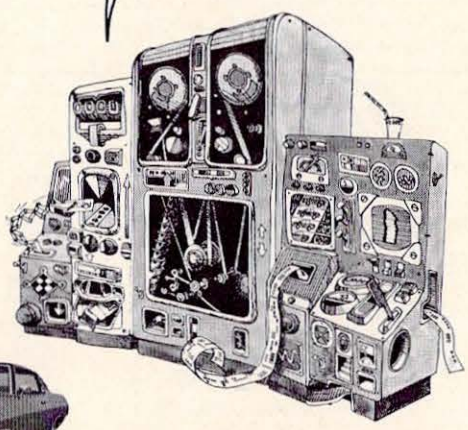
But businessmen like him for other reasons. He's why National is the only car rental company that can *guarantee* car reservations.

Wherever you are, when you dial National's toll-free number (800-328-4567), we just ask Max if there'll be a car waiting for you. Max knows, at the instant you call, what cars are available at every one of National's 2400 world-wide* locations. It's that simple.

Besides guaranteeing reservations, Max keeps up on what people like. That's why National features new Chevys, Pontiacs, Buicks, Oldsmobiles, Cadillacs and other fine cars. If you like S&H Green Stamps and good service, give Max *your* stamp of approval. Only Max can guarantee car reservations, and only National Car Rental has Max. Let Max do it.

*Tilden-Rent-A-Car in Canada

'CAUSE THERE'S A WOMAN BEHIND EVERY GREAT TRAVELING MAN.



NATIONAL CAR RENTAL®

We make the customer No. 1

© Nat-Car-Rent-Co 1970

CARRIERS:

Intermodal Transportation Systems, Inc. is finding new ways to make your profits grow.

We're a young company with experienced management. Creative equipment and systems financing, unitizing expertise, computer technology, systems analysis and solid business sense are the basic "profit multipliers" you benefit from. 1. Special railroad trailer leasing program; long-term, intermediate and open-end leases; 100% damage and tire protection; interchange income retained by lessee; unique agency pool arrangement. 2. Special marine container leasing program; unique operator-controlled pool plan; prime contracting responsibility for new equipment; containers and chassis tailored to the operator's needs as well as the shipper's maintenance and repair services. 3. Equipment/soft-ware leasing for transportation terminal control systems with "turn key" responsibility, utilizing ACI or specially developed devices. To learn more about how we can help your profits grow, contact:

Intermodal

Intermodal Transportation Systems, Inc.

Associated with

The Diebold Group

70 Hudson Street, Hoboken, N.J. 07030
Tel. (201) 792-5333
235 Peachtree St. N.E., Atlanta, Ga. 30303
Tel. (404) 577-6691

"Your investment goes farther with Intermodal"

Circle 46 on coupon page 97

(Continued from page 90)

Dresser Industries, Inc., Chicago, has purchased the 50% interest in **Hydra-Cushion, Inc.,** held by **Evans Products Co.,** Plymouth, Mich. Hydra-Cushion, which has been jointly owned by Dresser and Evans Products, is now a wholly-owned operation of Dresser. The Dresser Transportation Equipment Division will market the Hydra-Cushion devices.

William J. Dunlap has been named district sales manager, Mid-West District, **Alco Spring Industries,** Chicago Heights, Ill. **John W. MacDonald** has been named district sales manager, Eastern Seaboard District, Philadelphia.

Koppers Co. is constructing two highly automated sawmills at Wellston, Ohio, and Richmond, Va., to continue its program of servicing the nation's railroads with crossties. These two sawmills are the first of 20 such mills which will be built by Koppers in 1970.

John G. Matheis has been appointed manager—sales and service, **St. Louis Car Division, General Steel Industries,** St. Louis, Mo. Mr. Matheis was formerly senior marketing representative, Vehicle Systems and Controls, **Westinghouse Electric Corp.,** East Pittsburgh, Pa.

The Montreal Plant, **MLW-Worthington Limited,** has been organized into a separate operating unit, to be known as **MLW Industries,** a division of MLW-Worthington Limited. This division will operate under the direction of **Robert L. Grassby,** former vice president and general manager, Montreal Plant, who has been appointed president and general manager, MLW Industries.

John Byrne has been appointed vice president, Transportation Group, MLW Industries. Mr. Byrne is also a vice president of MLW-Worthington Limited.

Crawford E. Staples has been appointed chief engineer-planning, **Signal & Communications Division of WABCO,** Pittsburgh, Pa.

Ronald Morris appointed assistant-research planning, Transportation Group. Mr. Morris will be responsible for coordination and supervision of WABCO's participation in Federal research, development and demonstration efforts directed toward improved metropolitan and national transportation technology.

E. A. Konar has been named supervising engineer, Digital Systems, Railroad Control Section, **Signal & Communications Division, WABCO. J. M. Berill** has been named supervising engineer, Transit and Vehicle Control Section.

OBITUARY

George H. Baillie, 68 former vice president, **Canadian Pacific,** died May 8 in Toronto, Ont., Can.

Earl E. Kearns, 64, retired manager—metropolitan transportation sales, of what is now the Transit Systems Department, **General Electric Co.,** died April 29.

LETRO-LINE

LETRO-CRANE

PC-80
Capacity @33':
50,000#

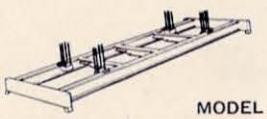
PC-120
Capacity @25':
100,000#

LETRO-PORTER

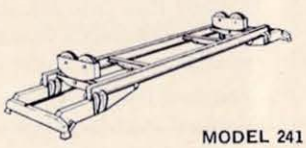
ELECTRIC DRIVE CONTAINER AND TRAILER HANDLER
Capacity: 60,000# to 90,000#

LETRO-GRIP

TOP AND BOTTOM PICK ATTACHMENTS



MODEL 220

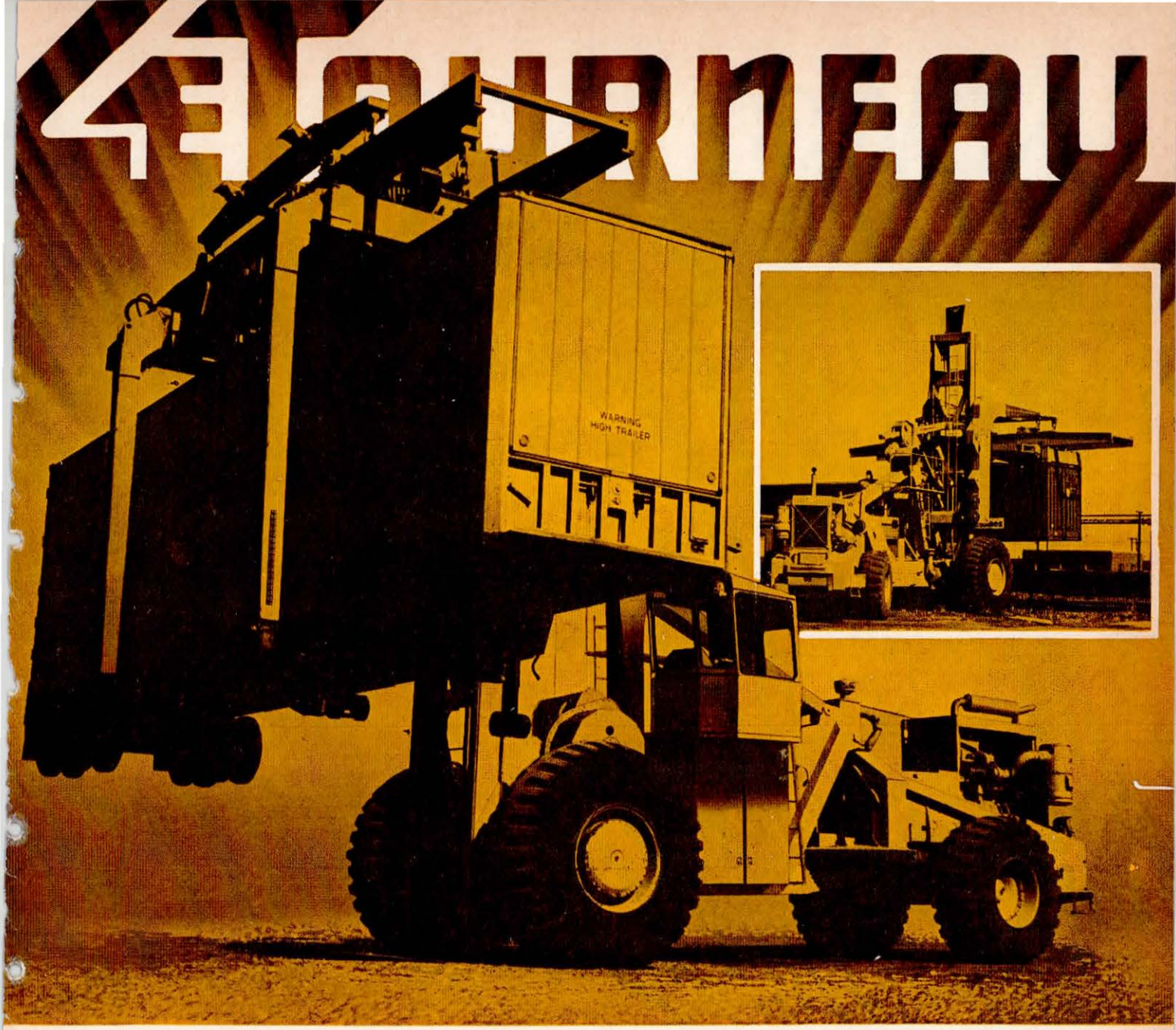


MODEL 241

LeTro-Grip attachments are available in 7 models, from a 20' non-adjustable top pick to a top and bottom pick adjustable to handle containers (1-40' or 2-20') or trailers up to 26'.

THE LETRO-LINE
SUPERIOR PRODUCTS FROM
R. G. LETOURNEAU, INC.

Circle 47 on coupon page 97



The LeTro-porter gives you greater mobility for faster handling at lower cost.

Articulated steering for fast, accurate alignment, positive pile slope leveling control, and side shift are some of the features that make the LeTro-porter the fastest, most versatile container and trailer handler. The exclusive LeTro-matic drive and control system allows simultaneous operation of all functions without loss of power or speed, even in yards with minimum preparation. Full capacity loads are raised and lowered vertically with no tilting that might cause freight damage. As if these advantages weren't enough, only the LeTro-porter is rated to top pick a 67,500# 40' container or two 44,200# 20' containers. The LeTro-porter is available in capacities from 60,000# to 90,000#, in three different models, including a combination top and bottom pick. Write for a free brochure, specifications, and the name of your nearest distributor.

LeTro-matic drive and chassis components now available to OEM accounts.

R. G. LeTourneau, Inc.
P. O. Box 2307 Longview, Texas 75601 214-753-4411

NEWS

How the new passenger plan would work

Now up for judgment by the U. S. House of Representatives, the Senate-passed salvation plan for passenger trains (RA, May 11, p. 11) includes a complex mechanism for rail participation in the quasi-public corporation that would operate the trains. Based on different cost formulas, the mechanism is designed to allow a railroad to choose the most favorable way to swap money for freedom from legal obligation to haul people.

Generally, railroads would be relieved of passenger duties by contributing portions of their 1969 passenger losses to the National Railroad Passenger Corporation. NRPC would then contract with rails for operation of passenger service over a basic network designated by the Transportation Secretary.

The first way a carrier could participate would be to contribute 50% of its losses for 1969—on a fully-distributed-cost basis. One third of that amount would be contributed in each of the first three years of the NRPC operation.

Agreement to pay that amount would not prevent a railroad from paying a "lesser sum" as might be determined by (1) 100% of the *avoidable loss* on all intercity service in 1969 or (2) 200% of the avoidable loss on service between points of the basic system in 1969.

Whatever the payment method, "Upon entering into a valid contract (including protective arrangements for employees), the railroad shall be relieved of all its responsibilities as a common carrier of passengers . . ."

According to Vance Hartke (D.-Ind.) chairman of the Senate surface transportation subcommittee, "If all railroads join the corporation, as I am sure they will, the corporation would receive approximately $220 million over a three-year period."

Hartke's confidence in rail agreement is based on a provision that says a railroad that stays out of the NRPC cannot discontinue any passenger train before Jan. 1, 1975.

The railroads' $220 million would be supplemented by Federal funds as follows: $40 million for startup costs, $60 million in guaranteed loans for operations and equipment, and $75 million for loans to carriers financially unable to participate.

At the corporations' option, rail contributions also could be made in equipment or in future service.

In return for its contribution, a railroad would receive shares of NRPC common stock with a par value of $10 per share.

As common shareholders, rails could elect three of the corporation's 15 directors. The rail-chosen directors would serve one-year terms. However, they could not vote on any board actions related to a contract or operating relationship between the corporation and the carrier. But a rail-related director could take part in discussions on any board action.

Eight of the 12 other directors would be named by the President for four-year terms—among them the Transportation Secretary and a "consumer representative." The remaining four directors would be elected annually by preferred stockholders. Preferred stock would sell for $100 a share.

80% could be saved

Rails would operate passenger trains over a basic system that Hartke says would include "approximately 80% of the intercity rail passenger trains now operating." Other estimates go as low as 50%.

Trains not needed in the basic system could be dropped as soon as the NRPC contract is signed, with a 30-day notice of discontinuance required.

The corporation would start operation March 1, 1971. Not until Jan. 1, 1975, could the corporation seek discontinuance of trains kept as part of the initial system.

NRPC also could contract with regional transportation agencies. And, the corporation could provide service beyond the basic system for state, local and regional agencies, who would share the cost.

The NRPC would become a common carrier subject to ICC authority with these exceptions: rate regulation, abandonment of lines, route and service regulation.

The Commission would gain power to set adequacy standards for the comfort and health of passengers. Also, ICC could review the DOT Secretary's designation of the basic system, and it could resolve disputes between carriers and NRPC on payments.

Judicial review for rate rulings?

The Supreme Court last week opened a can of worms for the railroads by agreeing to face the question of judicial review of ICC general rulings on rail rates. The question is whether shippers have a right to challenge in court ICC approval of across-the-board increases in general freight rates. The case will be argued in 1971.

Shippers now go to court only on the narrow issue of the fairness of a specific rate, not on the wide issue of across-the-board rate proceedings.

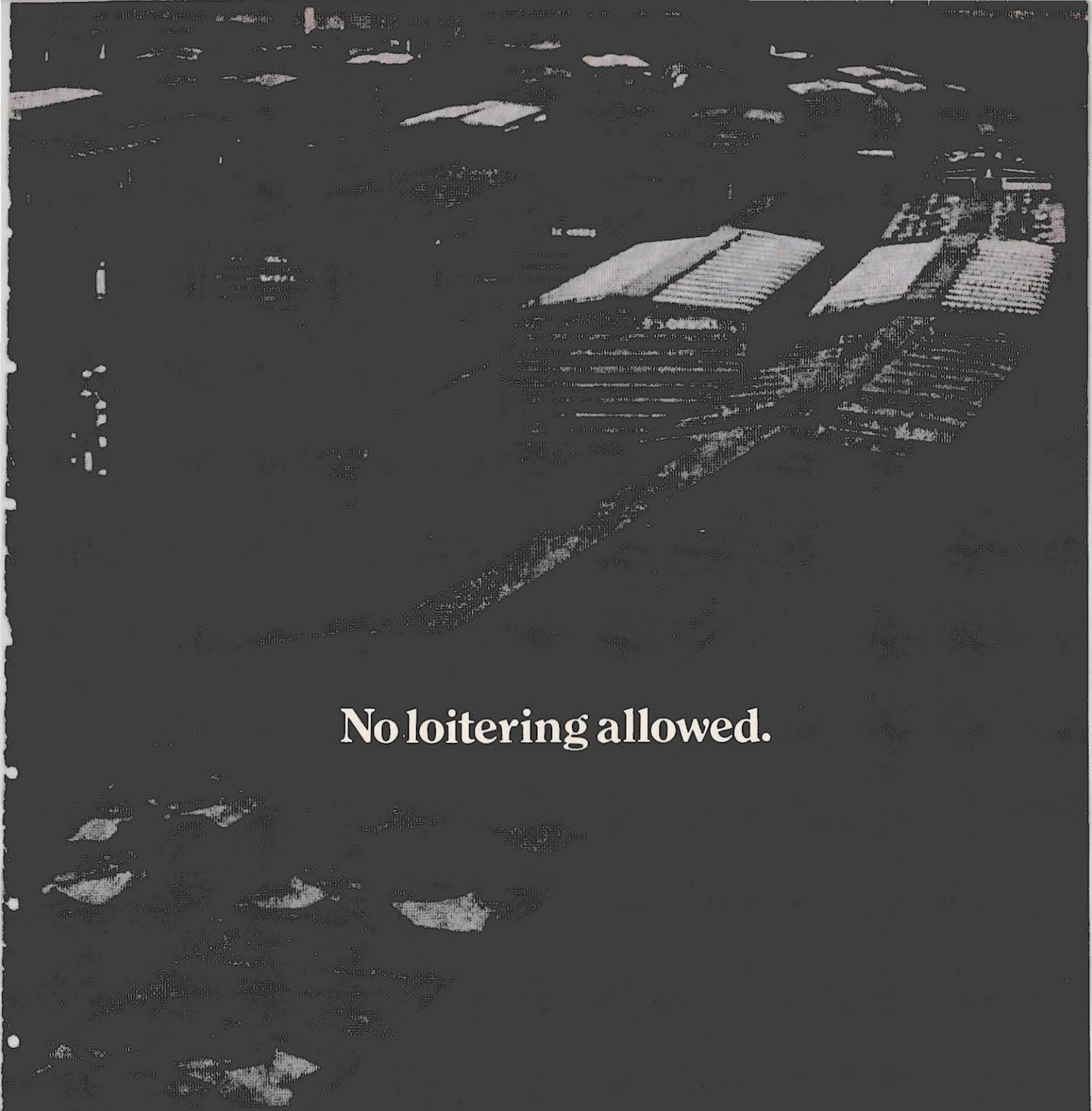
Rails frown on court appeal of general rate increases because an increase might be stalled until final disposition of the appeal. That could cost millions of dollars, rails say, because even if rails ultimately win the suit, there would be no way to collect revenue lost during litigation.

The High Court agreed to consider the question following two appeals from lower court rulings against shippers who filed suit against ICC orders in Ex Parte 259, Increased Freight Rates 1968. The appeals were made by a group of northeastern public utilities supported by grain users, and by a Southeastern power company supported by coal, paper and chemical shippers.

The parties were told in late 1969 that they had failed to fully follow complaint procedures before the Commission itself. Objections against ICC proceedings involving general rate-increase approval should be made before ICC, not before a court; and only if such objections fail should shippers go to court, lower courts said.

As one decision put it: "We see no reason why, upon making a proper record before the Commission . . . plaintiffs cannot preserve the objections which they now assert to the procedure leading up to the general revenue order."

Reluctant to take that one small extra step before ICC, the shippers are taking a giant step to the High Court. They say the ICC: (1) delegated to carriers statutory duty to determine the effect of higher rates on traffic; (2) made findings without evidence; (3) failed to develop an adequate record; (4) failed to enforce burden-of-proof requirements on carriers.



No loitering allowed.

It used to be that when one of your cars went off to a foreign line, that's where it could stay for weeks.

So we got together with the Association of American Railroads (AAR) to work on a way to prevent that.

What we did was put the world's largest information network to work on one of the railroads' biggest problems.

And helped the AAR set up a computer-communications system (called TRAIN) that could keep tabs on up to a million cars in interline movement.

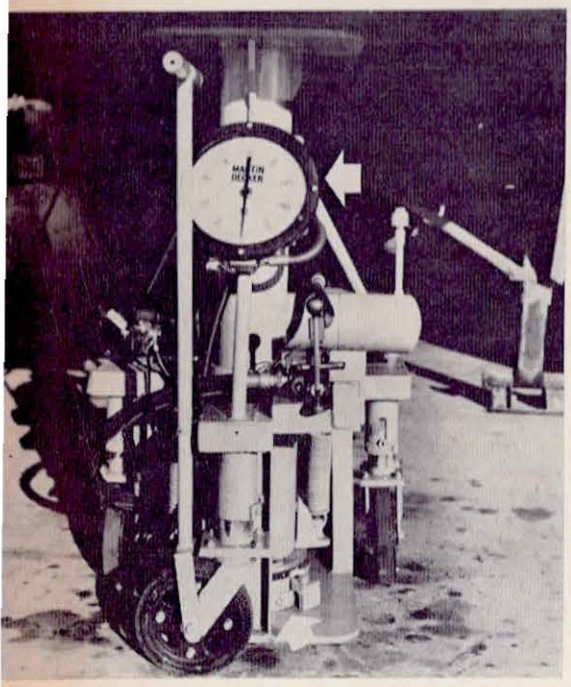
Today, the AAR is using our network in this important step toward better car utilization. And you can use it to do the same.

For details, phone your local Bell System Communications Consultant. Or call our National Railroad Coordinator Bob Maher collect at (212) 393-3960.

They'll both be happy to tell you about all the ways we can help keep your cars moving. Instead of just sitting around.

AT&T

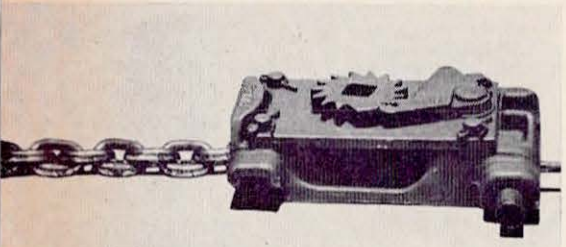
New Products Report



Portable jack/scale (RA-1)

The remote indicating load cell used in portable jack/scale by the Murphy Scale & Equipment Co. of Denver, Colo., is said to insure that each trailer is loaded to its maximum capacity without exceeding allowable axle-load weights.

The scale rolls under the trailer and is positioned around the king-pin. The jack wheels are then retracted and the jack raised until total load is supported by the scale. When weight shows on dial, proper loading can be quickly determined and jack/scale moved on to check another trailer. The scale can be used when truck and trailer are disconnected, or when several trailers are loaded simultaneously. A 12-volt battery powers the units. The load cell is one of a series of compression and tension types offering ranges from 0-1,000 to 0-3,000 lb with accuracies of 0.1%. *Martin-Decker Corp.*



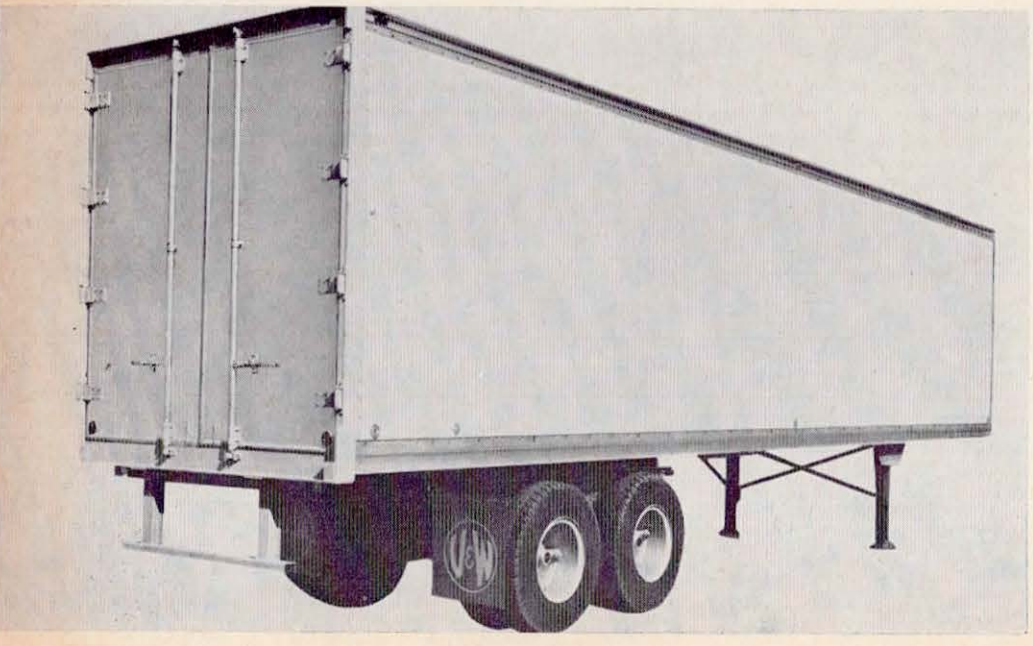
Automobile tie down (RA-3)

A new profile tie down for securing automobiles on railroad cars has been introduced. The 9½-lb unit is only 2½ in. high. Low profile tie down accommodates the increasing number of lower road-clearance automobiles being transported by rail.

The unit handles all automobiles requiring either inboard or outboard securement (front and back). A companion low-profile idler unit is provided for automobiles requiring inboard securement.

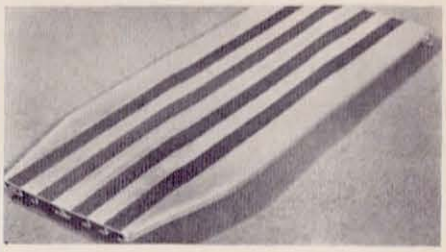
Units are designed to withstand more than 12,000 lb of pulling force.

The tie downs can be easily serviced by one man, no bolts are used. The entire unit may be easily disassembled by removing cotter pins. New chain may be quickly and easily installed, with the unit still in channel on the rail car. *Evans Products.*



Semi-trailer (RA-4)

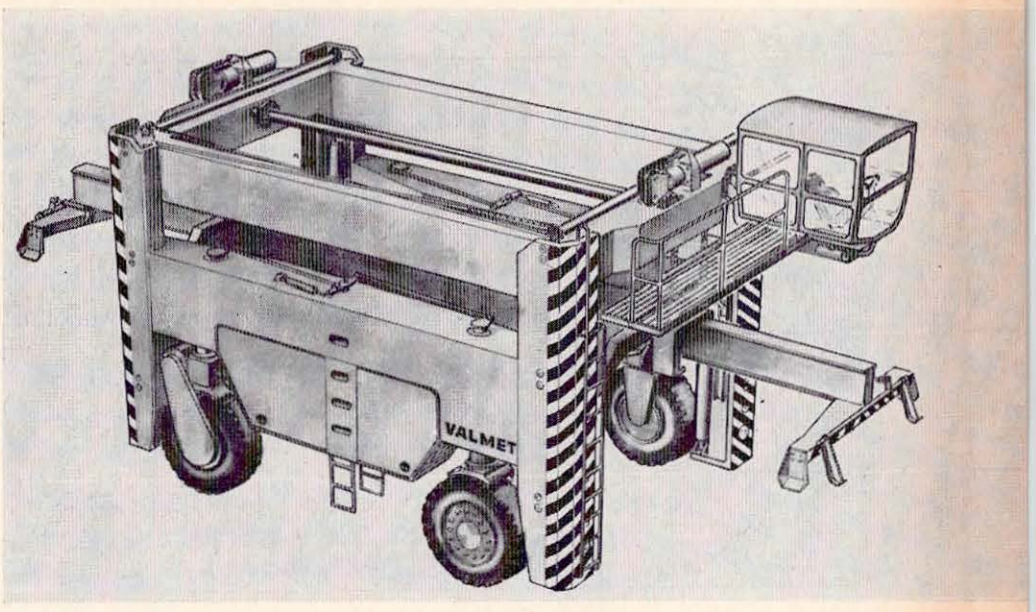
A 40-foot trailer with a reinforced steel kingpin section at the front for piggybacking and a heavy-duty aluminum understructure utilizes for the body seamless Fiberplate, a fiberglass-reinforced plastic coated plywood. Neoprene caulking seals produce watertight joints throughout. For reefers, white colored Fiberplate deflects heat and eliminates hot spots; the urethane insulated interior is protected by a seamless FRP shell. Because there are no posts, the brace-free interior has a capacity of 2500 cubic feet with a height clearance of 12 feet 7½ inches. There is an extruded aluminum front frame, heavy-duty aluminum bottom rails and a unitized rear end of rugged heavy-gage steel. The sliding tandem is standard. *Veenema & Wiegers.*



Bridge plate (RA-2)

A portable aluminum bridge plate, used primarily for loading automobiles on multi-level railroad cars, is fabricated from Reynolds aluminum extrusions. The plate is available with anti-skid surfaces, either applied in tape form (shown) or with a full coverage paint application. The unit, 21½ x 53 inches, has other potential applications in dock and gangway areas and has been approved by the AAR's Rail-Automotive Industry Portable Bridge Plate Committee. *Equipment Specialties Corp.*

Container carrier (RA-5)



The need to change attachments for various size containers is said to be eliminated through the use of the Valmet expandable type top lifting attachment for 20-, 30- and 40-ft containers. The carrier's design enables it to transport a container into a shipping shed while retaining outdoor stacking capability.

Hydrostatic drive enables operator to use a "double command" cab wherein he always faces the direction of travel for the positioning of loads. Cab raises and lowers with the upright frame so that visibility is maintained for positioning of the top lift on the container.

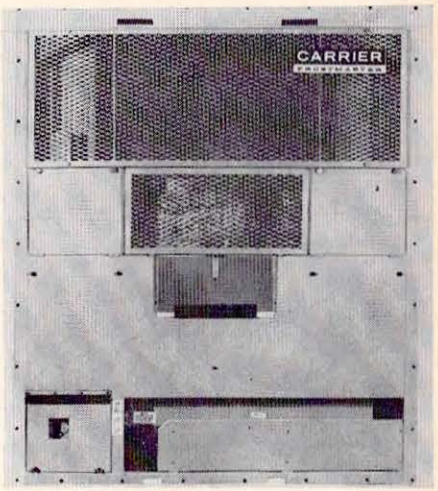
The telescopic lift frame has a lowered lift capability for flat cars as well as containers. The 67,000-lb-capacity unit can also handle 40-ft containers two high. *Aero Lift Corp.*

Automatic sliding door (RA-6)

Auto-Slide 6000 is a new automatic sliding door that does the job of four different doors. It is designed to slide, swing open for emergency use, open manually when sliding doors are locked, and open to double the normal entrance opening by sliding and stacking (folding aside) all door panels to the side. The double opening so obtained is 12 feet wide.

The entire weight of Auto-Slide 6000 is supported by a specially designed heavy-duty carrier which eliminates the need for a threshold across the entrance opening. Opening and closing speeds are controlled by a built-in pressure regulator. Fast recycle control permits re-cycling of door at any point in the opening and closing stroke.

Convenient manual side doors can be opened and closed when automatic sliding doors are locked or turned off. An exclusive breakaway feature permits sliding doors to be swung open from any position during a power failure or emergency. *Door Operating Equipment Division, The Stanley Works.*



Refrigeration unit (RA-7)

Like other 69NS models for 20- and 30-ft containers, the new model 69NS "thin-line" bulkhead-mounted refrigeration and heating unit for 40-ft containers offers a latched stainless-steel door for positive ventilation, front-end accessibility for easy servicing, and a readily accessible indicating and recording controller.

The unit features a 6-cylinder compressor with capacity control and R-12 refrigerant. It may be mounted as insulated front wall of container, with shallow depth of slightly over 1 ft, conserving cargo space.

Only a single plug-in connection is required, or the unit may be powered by a matching undermounted automatic diesel generating set. *Carrier Air Conditioning Co.*

RAILWAY AGE

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGES 96-97
MARKED: RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 RA-7

NAME ..... **TITLE** .....

COMPANY .....

ADDRESS .....

CITY ..... **STATE** ..... **ZIP** .....

• **Inquiries can be processed only if title and company are shown.** 5/25/70

For faster piggy-back spotting and loading... get a Champion Yard-Horse!

CHAMPION is the number one custom-engineered, short turning radius, heavy duty terminal and ramp tractor. The *only* specialized terminal tractor with a full 10 years of production experience, U.S. Government acceptance, plus nationwide distribution and service.

CHAMPION Carriers gives you a choice of gasoline or diesel engine; cab controlled hydraulic or air operated fifth wheels, with 50,000 or 100,000 lbs. lifting capacities and 14″ lift height. *Guaranteed* for six months, 4,000 miles or 1,000 hours of operation.

Increase your piggy-back loading efficiency and cut your operating costs with a time-proven CHAMPION Yard-Horse. For full information without obligation, write or call us today!

CHAMPION
CARRIERS, INC.

. . . a leader in highly-maneuverable, heavy duty, rugged terrain vehicles for more than a decade.

P. O. BOX 2651 / 4600 SOUTH MINGO ROAD
TULSA, OKLAHOMA 74101 AREA CODE 918 622-1621

Circle 48 on coupon page 97

LETTERS

Freight-car utilization

Chicago, Ill.

To the Editor:

The article, "A Bold New Proposal For Utilizing The Car Fleet More Effectively," in the April 27 Railway Age, was of particular interest to us at Velsicol. We have been using a very similar, albeit manual, system for monitoring the performance of our leased and owned tank car fleet for about six months. While we do not have the large variety of instantaneous reports that computerization of this program provides, those that we do derive on a manual basis have given us a considerable volume of additional knowledge which was previously unobtainable and which has led to significant changes in our routing patterns and corresponding improvements in tank car utilization. It has also enabled us to avoid generalities when discussing railway performance with sales and operating people, as we now have specific facts available on performance against standards for our various movements.

While we would like to computerize our program along lines similar to those proposed in the article, we feel that this is a few years away. Lack of timely, accurate, and complete input data requires us to use considerable judgement and interpretation in our analysis of movement records received.

We look forward to the day when all major railroads will be able to supply complete TWX or Telex reports of our car movements over their lines with assured daily updating. We think that widespread use of ACI will contribute materially to this goal.

In my opinion, adoption of and dedication to utilization tools (of the type described in the article) by the nation's railroads will do far more to improve supply of cars available to shippers than any artificial per diem measures. This is a step long overdue.

Dwight E. Long
Manager of Transportation
Velsicol Chemical Corp.

For the record

Bethlehem, Pa.

To The Editor:

Although we were pleased to see Bethlehem Steel's name prominently mentioned in the article which appears on pages 30 and 31 of the April 27 issue of Railway Age. I have been asked to correct some misleading information—embarrassing to both Bethlehem and Trailer Train—which was included in the article.

First, design of the 68-foot flat cars was entirely the work of Trailer Train. The design of the cars themselves did not originate with Bethlehem, as may be inferred from the article.

More important, however, is the fact that never did Bethlehem enter into any type of leasing arrangement for 68-foot flat cars with TTX. The flat cars which the corporation has equipped with "finger racks" to transport reinforcing bars manufactured at our Steelton plant were made available to Bethlehem through two of our serving railroads. We can't emphasize this point too strongly.

Finally, Bethlehem designed and owns only the finger racks which are bolted to the flat cars. Deck channels and chain tie-downs are owned by TTX.

M. D. Post,
Manager of Press Relations
Bethlehem Steel Corporation

Market Outlook

CARLOADINGS

Loadings of revenue freight in the week ended May 16 totaled 569,093 cars, the Association of American Railroads announced on May 21. This was an increase of 8,014 cars, or 1.4%, compared with the previous week; a decrease of 14,293 cars, or 2.5%, compared with the corresponding week last year; and a decrease of 11,954 cars, or 2.1%, compared with the equivalent 1968 week. Ton-miles generated by carloadings in the week ended May 16 are estimated at 15.5 billion, a decrease of 0.9% below the corresponding week of 1969, and 2.2% above the 1968 week.

REVENUE FREIGHT CARLOADINGS

Commodity	May 9 week	May 2 week
Grain	22,706	23,048
Farm products	12,186	12,243
Metallic ores	46,454	43,326
Coal	104,202	92,986
Crushed stone, gravel & sand	30,859	30,167
Nonmetallic minerals	11,181	9,934
Grain mill products	17,986	18,179
Food & kindred products	25,236	26,738
Primary forest products	25,394	25,568
Lumber & wood products (except furniture)	15,228	15,954
Pulp, paper & allied products	24,095	25,104
Chemicals & allied products	33,166	34,291
Petroleum products	10,651	9,817
Stone, clay & glass products	21,262	21,671
Coke	8,770	8,405
Metals & products	34,503	36,773
Motor vehicles & equipment	23,611	23,057
Waste & scrap materials	14,914	15,476
Forwarder & shipper assn. traffic	7,790	7,456
All other carloads	69,950	72,634
LCL traffic	935	1,045
Total cars loaded	561,079	553,872

CUMULATIVE TOTAL, 19 WEEKS	1970	1969	1968
	9,690,644	9,890,401	10,007,829
Estimated Revenue ton-miles (billions) 19 weeks	276.6	273.8	268.8

PIGGYBACK CARLOADINGS

U.S. Piggyback loadings for the week ended May 9 totaled 23,610 cars, carrying 37,134 trailers, compared with 25,894 cars, carrying 42,368 trailers, in the corresponding 1969 week. Loadings for 1969 up to May 9 totaled 456,998 cars, carrying 770,861 trailers, compared with 482,679 cars, carrying 792,064 trailers, in the corresponding period of 1969.

IN CANADA

7 days ending	Revenue Cars Loaded	Cumulative Totals
April 21, 1970	73,968	1,095,134
April 21, 1969	74,727	1,112,225

FREIGHT-TRAIN CARS

● *Penn Central.*—Ordered 14 50-ft-long, 100-ton box cars from its Samuel Rea Shop at a cost of $287,000. Delivery of the cars, which will be fitted to haul automobile parts, is scheduled for August.

● *Rock Island.*—Will acquire 350 100-ton covered hopper cars from Pullman-Standard; 100 70-ton, 50-ft box cars from ACF; and 20 cabooses from International Car. Total value of RI's equipment orders (including freight cars and 20 diesel-electric units) is $11.7 million. In addition, RI will lease 100 flat cars, equipped with bulkheads and chain tie-downs, from Trailer Train.

● *Trailer Train.*—Ordered 357 89-ft, 4-in. cars as follows: from ACF Industries, 47 container and 64 Vert-A-Pac cars; from Bethlehem Steel, 75 hitch and 25 saddleback cars; from Pullman-Standard, 75 hitch, 65 all-purpose and 6 low-hydraulic rack cars. This brings TTX orders since Jan. 1 to 1,415 cars. As of May 6, Trailer Train had 56,263 cars in service or on orders.

● *Serviceable cars.*—Revenue freight cars in serviceable condition owned by Class I railroads on April 1 totaled 1,352,915, compared with 1,376,543 on April 1, 1969, according to most recent AAR Car Service Division report. Estimated total ownership of all railroads- and privately-owned freight cars on April 1 (see table below), was 1,785,514 (average capacity: 65.91 tons), compared with 1,793,862 (average capacity: 64.68 tons), on April 1, 1969.

ESTIMATED OWNERSHIP—ALL REVENUE FREIGHT CARS
(April 1, 1970 vs. April 1, 1969)

		Box	Covered Hopper	Gondola	Hopper	Flat	Refg.	All Others	TOTAL
Class I	1970	545,261	126,658	190,690	392,005	71,799	55,264	52,399	1,434,076
	1969	548,809	122,910	197,782	404,982	69,303	52,755	55,248	1,451,789
RRO&C Refgs.*	1970	0	0	0	0	0	45,412	0	45,412
	1969	0	0	0	0	0	46,794	0	46,794
All Other Private	1970	1,117	34,452	2,025	2,388	50,198	13,906	178,041	282,127
	1969	1,109	31,824	2,064	2,119	46,252	13,730	174,262	271,360
Class II & S&T Cos.†	1970	8,969	703	4,185	7,011	545	1,458	1,028	23,899
	1969	8,099	698	4,566	7,722	590	1,080	1,164	23,919
GRAND TOTAL	1970	555,347	161,813	196,900	401,404	122,542	116,040	231,468	1,785,514
	1969	558,017	155,432	204,412	414,823	116,145	114,359	230,674	1,793,862

* Railroad owned and controlled refrigerator car lines.
† Class II railroads and switching and terminal companies.

LOCOMOTIVES

● *Penn Central.*—Ordered 125 diesel-electric locomotives from EMD at an approximate cost of $28,300,000. Included are 45 heavy-duty 3,000-hp units with six traction motors for heavy freight service; 70 2,000-hp, four-motor units for general purpose use, and 10 1,500-hp yard switchers. Deliveries are scheduled to be completed next December. So far this year PC has ordered 252 new diesel units, plus the rebuilding of 60 units, at a cost of almost $60,000,000.

● *Rock Island.*—Will acquire 20 3,000-hp GP40 diesel-electric units from EMD.

TRANSIT

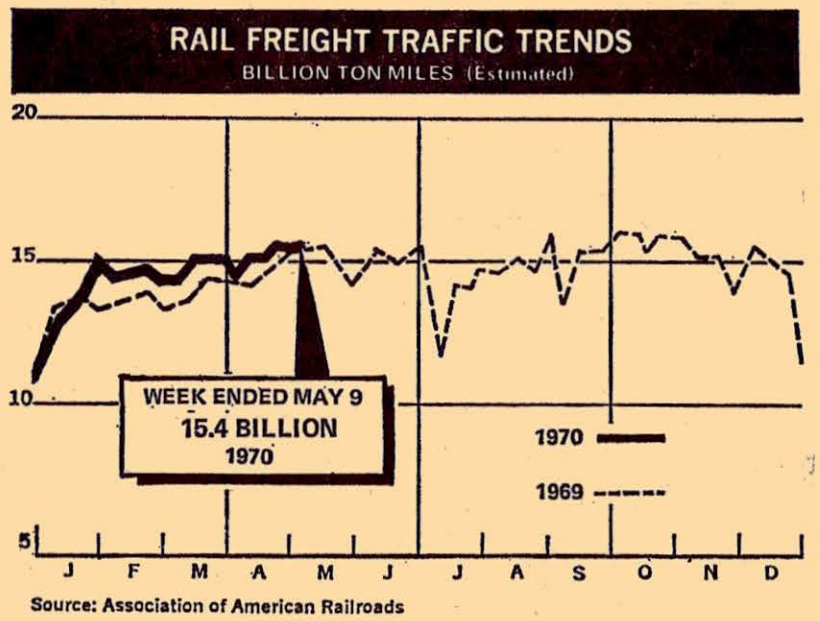
● *PATH.*—Awarded an $8,404,568 order to Hawker Siddeley Canada Ltd., Toronto, for the supply of 46 new air-conditioned rapid transit cars for operation on the Port Authority Trans-Hudson tubes connecting Manhattan with New Jersey. (See page 12.)

NEW FACILITIES

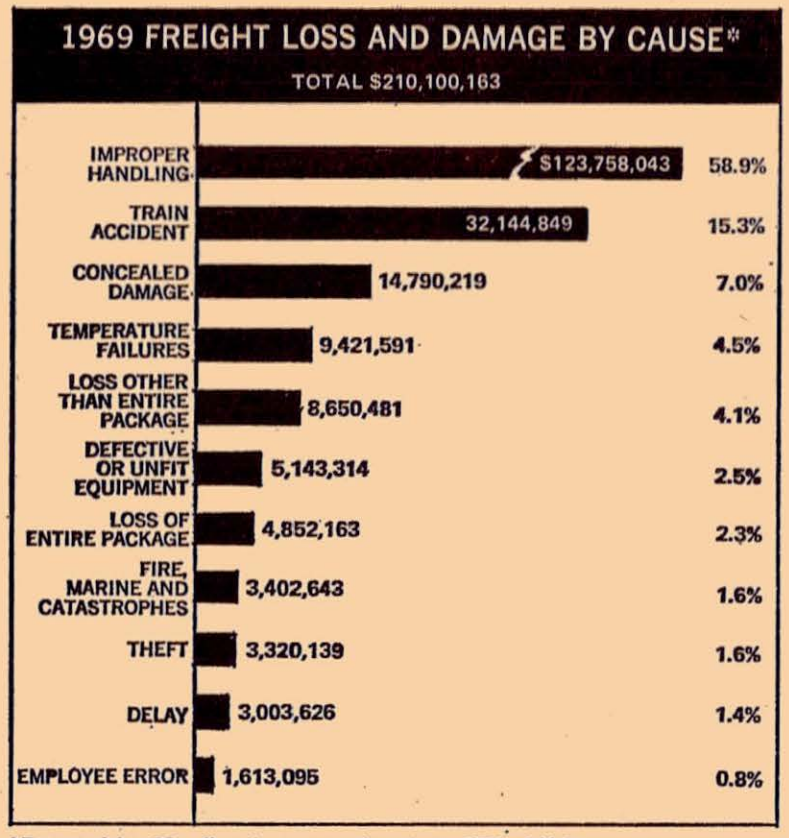
● *Long Island.*—Ordered from RCA an extensive two-way radio communications system covering the line's police, supervisory and maintenance vehicles, offices and way stations. The system, costing $420,000, is designed to help improve commuter service through radio control of trains and faster marshalling of people, materials and vehicles in time of emergencies. Radio signals will blanket the road's entire service area.

FOREIGN

● *Yugoslavia.*—WABCO has received a contract in excess of $8,000,000 for signaling and control equipment on Yugoslav railways. The equipment, to be made in the Turin plant of WABCO's Italian subsidiary, will be installed on about 155 miles of main line track linking Belgrade (the capital of Yugoslavia), wth Hungary and Bulgaria.

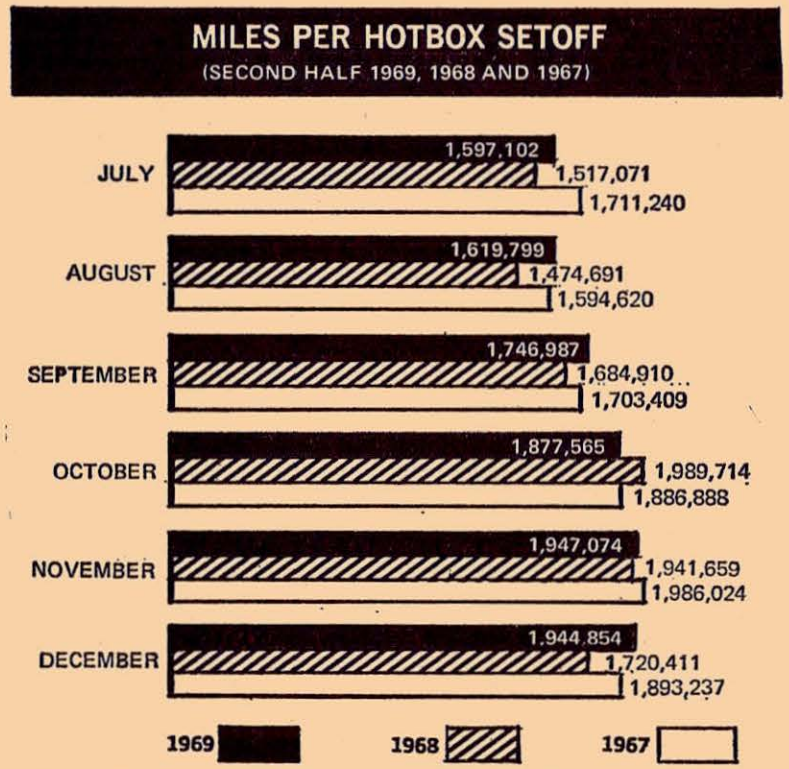


Source: Association of American Railroads



*Reported by 80 railroads representing about 95% of U.S., Canadian and Mexican mileage.

Source: Freight Claim Division, Operations and Maintenance Dept., AAR.



Source: Operations and Maintenance Dept., Mechanical Division, AAR.

All statistics compiled, computed and formatted by TRADE*QUOTES Division of National Information Services, Inc. Cambridge, Mass. 02139

RAILWAY AGE Stock Report

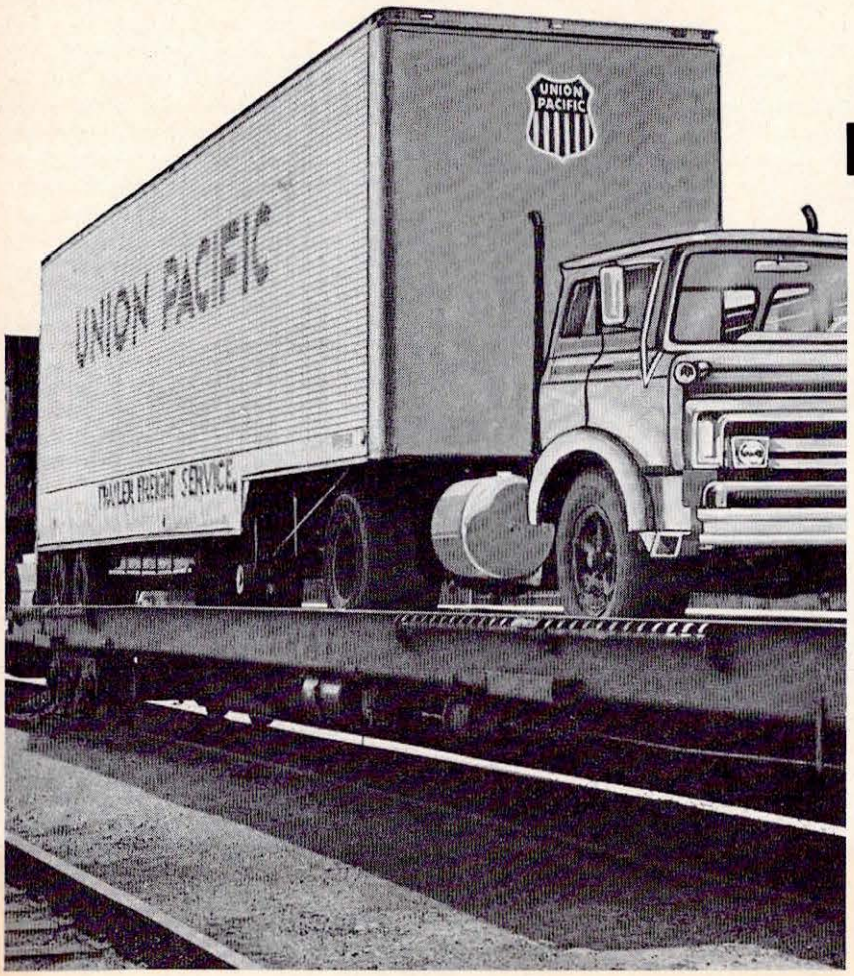
TWO WEEKS ENDED MONDAY, MAY 18, 1970

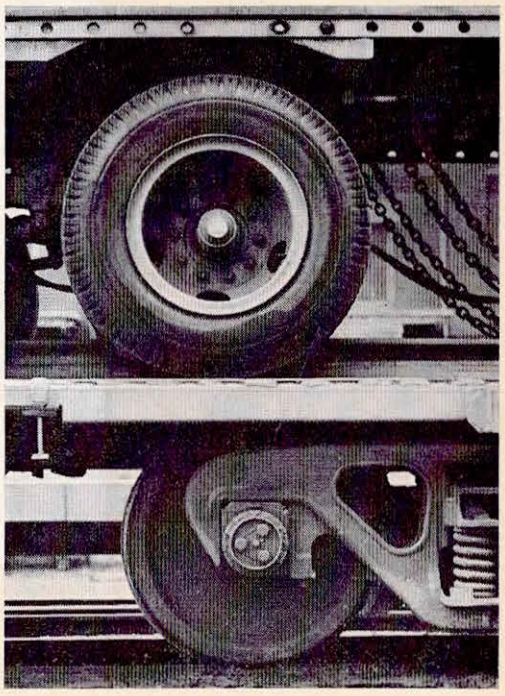
	PRICE 1970 RANGE (1)	PRICE 1 YEAR AGO	PRICE CLOSE MAY 18 1970	PRICE 2 WKS NET CHNG	PRICE 2 WKS PCT CHNG	VOLUME 2 WKS IN 00'S	VOLUME LAST 2 WKS 00'S	VOLUME AVGE IN 00'S (2)	INDEX PRICE JAN 2 1970	INDEX CHNG TO DATE (1)	INDEX PCT CHNG
RAILROADS											
BURLINGTON NORTHERN	33- 41	N/A	34 1/4	-2 7/8	-7.7	776	496	953	40 5/8	-6	-15.6
CHESAPEAKE & OHIO	50- 59	69 1/4	51 3/8	+ 1/8	+0.2	277	319	278	54 3/4	-3	-6.1
CHIC MILW ST.P & PAC	11- 20	46 1/4	12	-1 3/4	-12.7	314	273	462	16 3/8	-4	-26.7
CHIC, ROCK ISL & PAC	17- 22	28 1/2	16 5/8	-1 1/4	-6.9	27	25	42	19 3/4	-3	-15.8
DERECO PFD B	45- 64	64 5/8	47 3/8	-2 3/8	-4.7	134	156	69	53 3/4	-6	-11.8
GULF, MOBILE & OHIO	65-175	95	65 3/4	-2 1/2	-3.6	36	56	36	63 1/2	+2	+3.5
LOUISVILLE & NASHVLL	64- 74	85 1/2	64 5/8	-1 3/8	-2.0	63	132	90	71 1/4	-7	-9.2
MISSOURI PACIFIC A	62- 68	81	62	-1 1/2	-2.3	9	9	11	63 1/4	-1	-1.9
NORFOLK & WESTERN	70- 86	97 7/8	71	-4	-5.3	504	674	605	83 1/2	-13	-14.9
READING CO	9- 17	22 7/8	9	-1 1/4	-12.1	58	165	127	12 1/4	-3	-26.5
ST LOUIS-SAN FRNCSCO	36- 45	48 1/8	36 7/8	- 5/8	-1.6	284	138	131	40 3/8	-4	-8.6
SOO LINE	22- 31	36 1/2	24 3/8	+2 3/8	+10.7	68	35	51	27 1/4	-3	-10.5
SOUTHERN	44- 50	54 1/4	47 1/4	+1	+2.1	532	483	462	46 3/4	+1	+1.0
WESTERN PACIFIC	15- 23	37 1/8	15 3/8	-1 1/8	-6.8	245	574	376	19 1/2	-4	-21.1
DIVERSIFIED COMPANIES											
CANADIAN PACIFIC	52- 75	87 1/2	54 1/4	- 1/4	-0.4	179	276	180	73 1/2	-19	-26.1
ILLINOIS CENTRAL IND	22- 31	39 5/8	21 3/4	-2 3/8	-9.8	214	471	701	30 5/8	-9	-28.9
KATY INDUSTRIES	9- 14	19 7/8	9 1/2	- 5/8	-6.1	201	217	261	10 5/8	-1	-10.5
NORTHWEST INDUSTRIES	12- 17	26 5/8	12 1/8	-1	-7.6	1198	923	1416	13 3/4	-2	-11.8
PENN CENTRAL CO	15- 35	56 3/4	15 1/4	-2 3/4	-15.2	6886	4399	2962	29 1/2	-14	-48.3
RIO GRANDE INDUST	10- 14	19	10 1/8	-1 5/8	-13.8	131	108	162	11 3/4	-2	-13.8
SANTA FE INDUSTRIES	22- 26	32	23 1/2	+ 1/4	+1.0	1170	1141	1420	25	-2	-6.0
SOUTHERN PACIFIC CO	28- 37	39 3/8	28 3/4	-2 3/8	-7.6	1688	2275	1396	33 1/4	-5	-13.5
UNION PACIFIC CORP	34- 48	N/A	35 5/8	-2 5/8	-6.8	1132	6	768	46	-10	-22.5
MOTOR CARRIERS											
ASSOCIATED TRANSPORT	7- 12	16 3/4	7 1/2	+ 1/4	+3.4	112	197	103	11 3/4	-4	-36.1
CONSOL FREIGHTWAYS	24- 31	33 1/2	25 1/2	+ 1/8	+0.4	826	524	700	28 1/2	-3	-10.5
MC LEAN TRUCKING CO	33- 45	52 1/2	35 1/4	+ 1/4	+0.7	48	90	130	44 3/8	-9	-20.5
OVERNITE TRANSPORT'N	18- 23	27 1/4	20	-2	-9.0	102	94	86	18 5/8	+1	+7.3
PAC INTERMTN EXPRESS	12- 18	23 1/4	13 1/2	-1	-6.8	76	117	199	15 3/4	-2	-14.2
ROADWAY EXPRESS	20- 27	25 3/4	24 1/4	+1 1/4	+5.4	(3)	-	-	26 1/2	-2	-8.4
TRANSCON LINES	9- 13	18 3/4	9 7/8	- 1/4	-2.4	270	162	543	11 1/2	-2	-14.1
YELLOW FRGHT SYSTEM	20- 27	29	20 3/4	+1 1/4	+6.4	(3)	-	-	25 1/2	-5	-18.6
AIRLINES											
AMERICAN AIRLINES	21- 31	33	25 1/8	+1	+4.1	1426	1739	3644	31	-6	-18.9
DELTA AIR LINES	27- 35	36 3/8	27 3/4	-2 1/4	-7.5	2800	2156	1987	30 3/4	-3	-9.7
EASTERN AIR LINES	12- 19	23 1/8	15 3/8	+ 3/4	+5.1	2143	2437	2691	15 1/2	0	-0.8
TRANS WORLD AIRLINES	13- 26	39	13 5/8	- 3/4	-5.2	2732	2585	2629	23 7/8	-10	-42.9
UAL INC (UNITED)	18- 28	37	18 1/4	-1 1/2	-7.5	2273	1912	2239	28	-10	-34.8

ALL BUT TWO OF THE ABOVE SECURITIES ARE LISTED ON THE NEW YORK STOCK EXCHANGE; ROADWAY EXPRESS AND YELLOW FREIGHT SYSTEM ARE TRADED OVER-THE-COUNTER.

(1) TO NEAREST DOLLAR
(2) AVERAGE TWO-WEEK TRADING VOLUME SINCE JANUARY 1, 1970
(3) VOLUME IS NOT REPORTED FOR OVER-THE-COUNTER ISSUES

TRUCKS ON TRACKS





speed piggyback shipments

The long and the short of effective shipping is piggyback. Long hauls by train . . . short hauls by truck. You get the convenience of door-to-door delivery . . . the economy of high speed rail transportation.

On Union Pacific you get the advantage of the latest equipment . . . new vans specifically designed for piggyback service that ride on special flat cars. Add to this the finest in electronic communications and controls and you have the ideal combination for efficient shipping. So, next time be specific . . . route Union Pacific.

For confidential plant site information in the Union Pacific West, write to John W. Godfrey, Chief Executive Officer, Land Division, Union Pacific, Omaha, Nebraska 68102.

BOOKSHELF

THE LIFE AND DECLINE OF THE AMERICAN RAILROAD, by John F. Stover, presents by far the best balanced picture of railroading to appear between hard covers in many a year.

The author, a professor of history at Purdue University, has done what is essentially a rewrite job, drawing heavily from the pages of Railway Age and Trains as well as other published sources. But it is a brilliant and eminently readable rewrite job, and its value may well lie in the fact that it will attract and hold the attention of the reader who is not compulsively drawn to railways.

Despite the rather ominous title, Stover is on the whole optimistic about the future of the industry. He clearly does not feel that the decline of the passenger train means the demise of the railroads. "Today, for every passenger carried one mile, our railroads are hauling 57 tons of freight," Stover points out. "Tomorrow's America will still have many transportation chores which can most efficiently be performed by railroads." Railroad men who want to make friends and influence opinion leaders ought to see that this book has the widest possible distribution. *324 pages; price: $7.50; Oxford University Press, New York City.*

—L.S.M.

DISMANTLING RAILROAD FREIGHT CARS, by Dale M. Butler and William M. Graham. The Solid Waste Disposal Act of 1965 focused attention on approximately 70,000 freight cars which are scrapped annually with about half of them each containing 3 to 7 tons of wood that is normally burned prior to dismantling the metal structure. Under Federal contract in 1967 Booz, Allen Applied Rearch made a study of alternative methods of car dismantling which could lessen atmospheric emissions. While it appears impractical to reuse the wood—even to make charcoal—the metal reclaimed can make a substantial contribution to conserving national resources. Carbody burning has an advantage in improving the quality of body scrap by removing paint, grease and other external impurities. To make car dismantling uneconomical would soon leave the nation up to its yard office in obsolete freight equipment. A dozen systems were investigated—including grit blasting, semi-enclosed incineration, a squeeze box, and high-pressure water jets—as means of removing the wood components from retired cars. The report concluded that the water jet had particular promise with regards to solid waste disposal that would not result in air pollution. *32 pages, tables. Price: 45 cents. Public Health Service Publication 1850, Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.*

—Fred N. Houser

DANGEROUS ARTICLES EMERGENCY GUIDE, a revised version of an earlier publication, has been prepared to aid railroad employees and local fire and police departments in handling accidents involving shipments of hazardous materials. The aim is to lessen the dangers involved in the transportation of such commodities. *183 pages; price: $2 (for one to nine copies; unit price decreases for larger quantities); Bureau of Explosives, Association of American Railroads, 2 Pennsylvania Plaza, New York, N.Y. 10001.*

RAIL—WATER—EXPORT AND DOMESTIC SHIPPERS OF...

REPUBLIC CARBON PRODUCTS CO. · QUALITY · Republic · PRODUCTS ® · CHICAGO

- PETROLEUM COKE—GREEN
- PETROLEUM COKE—CALCINED
- BY-PRODUCT COKE
- ANTHRACITE
- DIESEL FUEL—LUBE OILS
- METALLURGICAL COAL

MARKETERS OF

CARBON FOR THE METALLURICAL INDUSTRY

FUEL FOR SPECIAL USES AND GENERAL INDUSTRY

Republic Carbon Products Co.

8 SOUTH MICHIGAN AVENUE • CHICAGO, ILLINOIS 60603

(312) 332-3020

A DIVISION OF AMAX AMERICAN METAL CLIMAX, INC

Circle 51 on coupon page 97

Advertisers Index

ACF Industries, Inc. 71, 73, 75, 76, 78-79
American Oil Company 84-85
American Steel Foundries Inc. ..... BC
American Telephone & Telegraph Company 95
Ashland Chemical Co. 28
Association of American Railroads 83
Atchison, Topeka & Santa Fe Railway 46-47
Bartlett Trailer Corp. 6
Berwick Forge & Fabricating Corp. 89
Brenco Incorporated 32
Campbell Chain Co. 24
C & O/B & O 52-53
Cardwell Westinghouse Co. 3
Champion Carrier 98
Chicago, Milwaukee, St. Paul & Pacific Railroad Co. 19
Consolidated Freightways 81
Difco, Inc. 90
Dorsey Trailers, Inc. 16
Dresser Transportation Equipment Division 17
Electro-Motive Div. of General Motors Corp. 26-27
ESB, Inc. Exide Industrial Div. 77
Ex-Cell-O Corp. 21
FreightMaster 29
French National Railroads 72
Fruehauf Division, Fruehauf Corporation 30-31
General American Transportation Corporation 54-55
Great Dane Trailers, Inc. 68
Greenville Steel Car Co. 18
Hansen Mfg. Co., A. L. 90
Hunt-Spiller Manufacturing 85
Intermodal Transportation Systems, Inc. 92
International Railway Journal 74
International-Stanley Corp. 4
Kansas City Southern Lines 82
Kemlite Corporation 25
Keystone Railway Equipment Co. 51
Lanman Bolt & Forge Co. 71
Le Tourneau, Inc., R. G. 92-93
Louisville & Nashville Railroad 86
Miner Division, W. H. 9
Missouri-Kansas-Texas R.R. Co. 80
Missouri Pacific Lines 58
National Car Rental Systems, Inc. 91
Nolan Co., The 73
PPG Industries, Inc. ..... IFC
Pullman, Inc., Trailmobile Division ..... IBC
Pullman-Standard 22-23
Rails Company, The 75
Railway Educational Bureau 41, 76
Republic Carbon Products Co. 104
Southern Railway System 66-67
Shunk Manufacturing Co., Inc. 20
Standard Car Truck Co. 65
Teletype Corporation 56-57
Thermo King Corporation 48
Union Pacific Railroad 103
United States Steel 42-43
Universal Railway Devices 10
Utility Trailer Mfg. Co. 63

SALE OR LEASE—100 BOX CARS

40 Foot—Steel Sheathed

Formerly on lease to trunkline railroad—now ours for quick disposal—all or any. Inspection invited.

PREMIER LEASING & DEVELOPMENT CORP.

10 Lafayette Square, Buffalo, N.Y. 14203 716/856-5820

CONSULTANTS TO THE RAILROAD INDUSTRY

SYSTEMS ANALYSIS and RESEARCH CORPORATION

30 Boylston St., Cambridge, Mass. 02138

Write for Brochure

Cambridge • Los Angeles • New York • San Diego • Washington

WANTED: Experienced railroad sales representative for national chemical company. Must be well known in maintenance of way field and willing to travel extensively. Attractive salary, generous fringe benefits, company car and travel expenses. Write RAILWAY AGE, Box 65, 30 Church Street, New York, N.Y. 10007 giving full particulars.

WRITER: Full or part-time to revise railway correspondence course lessons for the Railway Educational Bureau. Reply to John E. Rogers, Railway Educational Bureau, 1809 Capitol Ave., Omaha, Nebraska 68102.

USEABLE SECOND-HAND RAILROAD CAR REPAIR PARTS
IRON & STEEL SCRAP
RAILS & ACCESSORIES
PLANT DISMANTLING
RAILWAY EQUIPMENT LEASING
RAILWAY CAR PARTS & SUPPLIES
RAILWAY CARS

THE PURDY CO.

Executive Office—
2400 W. 95th St.
Chicago, Ill. 60642—329-9320
BRANCH OFFICE & YARDS
MADISON, ILLINOIS
OAKLAND, CALIF.
LONG BEACH, CALIF.
BELLEVUE, WASHINGTON

OPERATING MANAGER

Seeks challenge in rail industry. Extensive background in piggy back terminals. 18 years trunk line experience. B.S. degree.

REPLY TO PO BOX 64
RAILWAY AGE
30 CHURCH ST.
N.Y., N.Y. 10007

Sales Opportunity

Preco Inc., is looking for a real producer presently in the Railway Equipment supply field. Write or phone R. F. Lynch, President, 6300 East Slauson Avenue, Los Angeles, Area 213—723-3111.

our only line

is to offer *all rail lines* professional engineering services—including railroad studies, location analyses, economic evaluations, market planning—from consultation to construction of tracks.

servitron, inc.

engineering — construction

1401 Foss St., Baton Rouge, La. 70802
Telephone: (504) 343-7257

Advertising Sales Department

Chicago, Ill. 60602
29 E. Madison St.
(312) 641-5815
C. James Fisher—vice president—sales
Kerry F. Sheeran—regional vice president
John M. Brennan—regional sales manager
William J. Lyneis—district manager

New York, N. Y. 10007,
30 Church St., (212) 964-3060
W. Arthur Cubbage—regional sales manager
Charles E. Keil—regional sales manager

Pittsburgh, Pa. 15219, Room 1230,
(412) 471-7871
Frick Building
Ronald M. Giallonardo—regional sales manager

Dallas, Tex. 75206
Noel Page Building
6400 N. Central Expressway
(214) 361-6972
Joseph Sanders

Los Angeles, Cal. 90025
11704 Wilshire Blvd.
(213) 477-4004
Fred Klaner, Jr.

San Francisco, Cal. 94133,
515 Pacific Ave.
(415) 421-7004
Lewis A. Vogler & Co.

London S. W. 1, England
01-839 6318
67/68 Jermyn St., St. James's
Max F. Holsinger, Peter Clifton, Alan Berg

Manchester 22, England
Haletop
Wythenshawe Civic Center
Ian Goulden

Paris, 8e, France
70 Rue de Ponthieu
Stephen Brown-Joussard

4 Düsseldorf-Rath
Eitelstrasse 32
Max F. Holsinger, E. Hillerbrand, Herbert Haibt, Reinhard Schomburg

Tokyo, Japan
Sun Gain Shia, Ltd.
Shiba Nikkatsu Bldg.
13, Shiba Park
Minato-Ku
C. H. Yiu, Managing Director

Viewpoint

Washington discovers the freight train

Say this much for Washington: It no longer views the railroad industry only through the smudgy showcase of passenger-train service. The freight train is coming in for its share of attention—perhaps too much, in the view of some industry conservatives.

Federal Railroad Administrator Reginald Whitman is asking Congress for money to create a freight-car demand forecast system—and, as if anticipating what he will find, he also wants funds to study the possibility of establishing an emergency car fleet. Whitman further says (p. 11) that FRA is studying the possibility of merging urban rail facilities into single complexes.

Some of this reflects not only DOT but high-level industry thinking. N&W Vice President John S. Shannon is on record with the comment that substantial Federal aid, in one way or another, may be needed to bolster the car fleet (p. 8).

What matters most, perhaps, is not the proposals themselves—but the fact that Washington, at last, appears to have discovered that keeping 10,000 (essential) freight trains running every day might be as important as preserving fewer than 500 (mostly marginal) passenger trains.

Railroader Eaton speaks out

It's doubtful that future historians will classify Cyrus Eaton as "a railroad man." Captain of industry, yes. Internationalist industrialist, yes. But railroad man, probably not.

And the historians will be making a mistake. With all the other things that he is, Cyrus Eaton is also "a railroad man."

At the recent Chesapeake & Ohio shareholders' meeting, the chairman made it clear where he stands. At the outset, he observed that he had been addressing annual meetings since 1954, and "I am well aware that no one remembers a single word I have said." He went on to note that his advice "has gained considerable acceptance in academic and journalistic circles, but has not yet been adopted in political, economic, industrial and financial quarters." Time, he said, "is working on my side, and I think I am making progress." He discussed banking (he thinks the system is inadequate), and trade with communist nations (he's for it), and the Vietnam war (he's against it).

And he had a couple of things to say about his life and the railroad business. He talked of the proposed C&O/Norfolk & Western merger. "If I were 60 years younger," he said, "I would be applying to Greg DeVine or to Jack Fishwick for a job on the railroad." And he talked of his hopes for and his confidence in the industry. "I want to live long enough," Cyrus Eaton said, "to see every railroad in America operating at a profit and paying ample dividends to its stockholders." Amen.

Trailmobile by Pullman

INCORPORATED

RIGHT ON THE NOSE! In Trailmobile piggyback vans, the front is built with 6 hi-tensile steel "Z" posts. They reach full height. From top to bottom, there are no intermediate joints to weaken the structure.

Every other Trailmobile feature is built right, too. Lift pads are full-length. They wrap around to shield the outer rail and side posts. Tests show Trailmobile's kingpin can handle 150 tons of horizontal loading. The wide-stance landing gear spreads the load over 6 crossmembers.

Only Trailmobile® offers trailers, tanks and containers which benefit from 103 years of Pullman reputation and experience. A nationwide network of Trailmobile branches and dealers provides sales, parts, and service. Lease and rental programs are available through T/M Leasing.*

Trailmobile, a division of Pullman Incorporated,
200 S. Michigan Ave., Chicago 60604

TRAILMOBILE
...BY PULLMAN

*Trademark of Pullman Incorporated

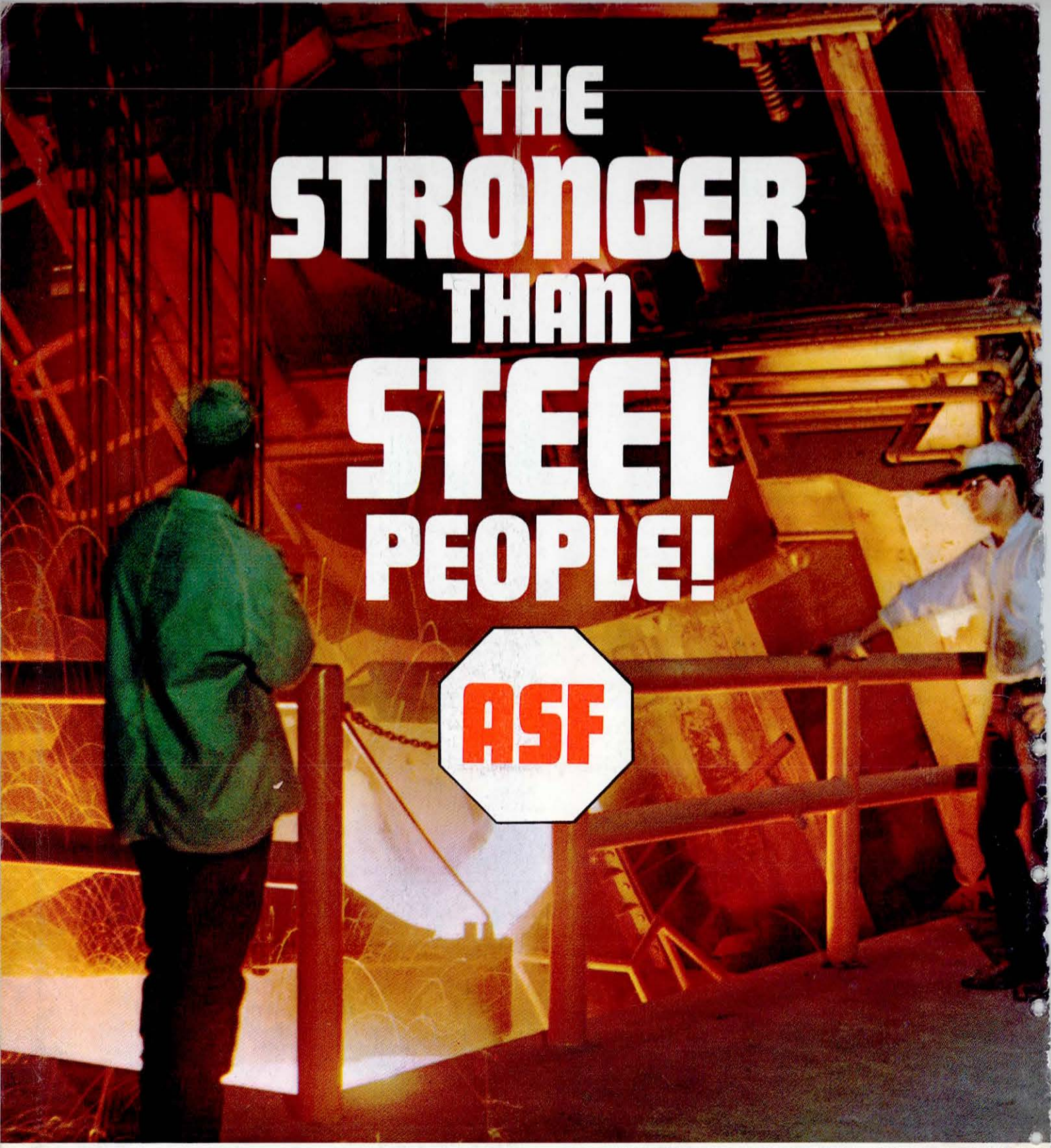


Photo by ASF employee J. L. Liszewski, "One of the Stronger than Steel People."

We do more than produce steel forgings and castings. We provide engineering, design, research, service, integrity and performance. We also have 68 years in the game and we're one of the Amsted Industries. We're the stronger than steel people. Remember that!

FOR CATALOGS AND PRODUCT INFORMATION WRITE:

ASF **American Steel Foundries**
ONE OF THE Amsted INDUSTRIES

1005 PRUDENTIAL PLAZA, CHICAGO, ILLINOIS 60601

QUALITY PRODUCTS FOR / RAILROADS / TRUCKING / CONSTRUCTION AND MINING